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International Commerce

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APRIL 1, 1963

Trade Fair Design – a merchandising plus

U.S. Pavilion - Utrecht

Business Bulletins *from around the world*

BELGIUM—Electro-Nite Engineering Co. of Philadelphia to establish factory in Verviers manufacturing thermocouples for Western European steel industry.

Celanese Corporation of America soon to open Belgian headquarters for two subsidiaries—Amcel-Europe S.A., export sales office for all Europe, and Chemsel-Europe S.A., new development subsidiary to handle Celanese investment interests.

Brussels offices opened by: Hertz (its first in country); Spray, Price, Townsend, & Cushman (ninth U.S. law firm in country), joining with group of British, German, and Italian lawyers: Monsanto Chemical Co., to market in Europe products made by parent U.S. company and subsidiaries in other countries.

CAMBODIA—Foreign exchange worth $13.2 million (including $4.2 million through Agency for International Development financing) and credits under clearing arrangements worth $6.2 million to be available between March 12 and April 24 for imports in first half of 1963, according to Government announcement. Total imports in 1962 reached $102 million, of which about $16 million came from the U.S.

New jute-sack company, Societe Khmere de Jute, owned jointly by state (40%), private domestic (30%), and foreign private or public investors (30%), formed recently. Capitalized at $1.42 million, it will manufacture sacks for rice and corn exporters. Aim is to lower export price of these commodities and reduce dependence on imported sacks supplied mainly by India, Pakistan, and Communist China. Company's stock to be on sale by Secretariat of State for Industry until April 30.

CEYLON—British and American oil companies authorized to supply about five-sixths of their normal volume of oil products to Ceylon at regular prices during next 6 months under quota system exempting them from Ceylon's recent price ceilings on imported oil products.

FRANCE—Teleregister Corporation of Stamford, Conn., pioneer in field of electronic systems for information centralization, opens Paris subsidiary in offices of Societe Financiere Klehe & Co. Teleregister, having equipped 11 U.S. airline companies with systems for automatic reservation of seats and provided New York Stock Exchange and several large American banks with equipment for centralization of information and orders, will provide similar services to growing French market.

GREECE—Final figures of Greek Tourist Organization (GTO), show 1962 foreign exchange earnings from tourism amounted to $76 million, compared with $62.5 million in 1961 and $49.3 million in 1960. Actual 1962 earnings fell short of original estimates by $4 million. GTO officials expect 1963 earnings to reach $90 million.

HONG KONG—In concentrated assault on Southeast Asian market, Italian Products Exhibition in Hong Kong March 1-15 presented wide variety of consumer goods including domestic appliances, clothing, jewelry, fabrics, farm machinery, automobiles, and light industrial machinery for textile, printing, plastics, and packaging industries. 160 private firms and Italian State enterprises represented at well-received exhibit.

ITALY—Interministerial Committee for Petroleum Industry authorizes increases of 14.7 million tons annually in Italian petroleum-refining capacity—including 4 new refineries (to be constructed) with total capacity of 9.5 million tons per year, and expansion of 5 existing refineries by 5.2 million tons per year. Committee still considering applications for two additional refineries on island of Sardinia with total refining capacity of 10 million tons per year.

Cabinet in another move to combat rising prices decides to grant additional quotas for butter and pork and to cut tariffs on cork, lead and zinc scrap. Reductions of duties on other industrial raw materials under study. Full details not to be available until pertinent decrees are published in *Official Gazette*.

LUXEMBOURG—Office National du Ducroire is set up to provide insurance against political risks for exports to unstable countries. Normal commercial risks still handled by private insurance firms.

American Businessmen's Association of Luxembourg, organized last year, increases membership to over 40 representatives of American business community. U.S. Ambassador named 1963 Honorary President.

NETHERLANDS—Newly established television foundation to seek Government concession for commercial tv on second Dutch network beginning operation in 1964. Foundation to be financed from tv advertising revenues, but will not produce or control program-content.

NEW ZEALAND—Minister for Customs announces that under Licensing Schedule coming into effect July 1, 1963, total allocation for imports to be same as for current year—£250 million (some $700 million). Minister says that even if export receipts continue at present high level there can be no justification for higher import expenditure. Government to aim at greater flexibility and relaxation of some controls.

NIGERIA—Michelin Tire Factory, recently opened in Port Harcourt, first in country to use natural gas—one of most important natural resources of Eastern Nigeria—for industrial purposes.

PHILIPPINES—Construction of special high-carbon steel plant—"missing link" in development of Philippine steel industry—announced by Filipino-owned Munoz Press and Steel Corporation. Mill initially to produce 5,000 tons of grinding balls, hot- and cold-rolled shaftings, and steel bars made from industrial scrap-iron. Machinery and equipment to be furnished through Japanese reparations program.

SIERRA LEONE—Sierra Leone Paint Mfg. Co., Ltd., opens country's first manufacturing plant, expected to employ 200 people.

VIET-NAM—Using 9,500 looms, rayon-weaving industry produces about 88 million yards of fabric annually from imported yarn. All of country's requirement's for rayon fabric now domestically produced.

DEPOSITED BY THE
UNITED STATES OF AMERICA

U.S.
Department
of Commerce

Luther H. Hodges
Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Daniel L. Goldy
Deputy Assistant Secretary and Administrator, Business and Defense Services Administration

Eugene M. Braderman
Director, Bureau of International Commerce

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

The design of each exhibit in the U.S. Pavilion at an International Trade Fair is carefully planned and coordinated with the theme of the exhibition. The U.S. products shown in the cover pictures were displayed in this fashion at Utrecht, Holland, where the exhibition has just closed.

International Commerce

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NEW UNDER SECRETARY: As the President watches, Secretary Hodges administers the oath of office to Franklin D. Roosevelt, Jr., as Under Secretary of Commerce. Behind the President is Under Secretary Clarence D. Martin, Jr. and on his left is Senator Warren Magnuson of the State of Washington.

New Under Secretary takes oath at White House as President and family watch

Franklin D. Roosevelt, Jr., sworn in by Secretary Hodges in joint ceremony with new Assistant Secretary for Economic Affairs, Dr. Richard Holton

Two new Commerce officials were administered the oath of office in a White House ceremony Tuesday, March 26th, by Secretary Luther H. Hodges. Franklin D. Roosevelt, Jr., became the Under Secretary, and Dr. Richard Holton became Assistant Secretary for Economic Affairs.

President and Mrs. Kennedy were the first to congratulate the son of the late President and the former University of California professor. A small group of relatives and friends of the new Commerce officials witnessed the ceremony. The President told Mr. Roosevelt that he was delighted to welcome him and his family back to the White House and that having come from a distinguished family, he was carrying on the family "tradition of public responsibility."

Leaves for Tokyo

Roosevelt's first major assignment will be to officiate at the opening of the new U.S. Trade Center in Tokyo, Japan, this week.

With U.S. Ambassador Edwin O. Reischauer, the Under Secretary will open the Department's newest Trade Center on April 2. The Tokyo Center will be the fourth permanent U.S. Trade Center to be established overseas. Other centers are now operating in London, Frankfurt and Bangkok, and a fifth center is scheduled to open in Milan later this year.

While in Tokyo, Roosevelt will address a joint luncheon meeting sponsored by the American Chamber of Commerce, the Japan-America Society, the Japan Federation of Economic Organizations, and the Tokyo Chamber of Commerce. He will also meet with Japanese Government officials.

Mr. Roosevelt was born on August 17, 1914 at Campobello Island, New Brunswick, Canada. After graduating from Groton School, Groton, Massachusetts, he received his A.B. from Harvard College in 1937 and his LL.B. degree from the University of Virginia in 1940.

Served in Navy

As a graduate of the Harvard Naval R.O.T.C. he was called to active duty in March, 1941 and served until 1946. During his naval service he participated in north and south Atlantic convoys, the invasion of North Africa and Sicily and in the last two convoys to Murmansk, Russia, as well as the invasions of the Philippines, Iwo Jima, and Okinawa. He was awarded the Secretary of Navy's commendation, the Legion of Merit, the Silver Star and the Purple Heart.

Mr. Roosevelt practiced law from 1946 to 1958 as a senior partner in the firm of Roosevelt and Freidin of New York City. He was a member of Congress from 1949 through 1954 representing the 20th District of New York. During those three terms he was a member of the Foreign Affairs Committee and was active in legislation dealing with housing, veteran affairs, foreign affairs and civil rights.

Economic advisor

In his new post, Dr. Holton will serve as the Secretary's liaison with the Council of Economic Advisors, and with other government agencies on major economic policy matters.

Dr. Holton joined the Commerce Department last August as Special Assistant to the Secretary for Economic Affairs. In addition to his previous service as a consultant to industry on marketing, antitrust and economic growth problems, he was professor of business administration at the University of California, and Director of its Institute of Business and Economic Research. He was also at one time professor of economics at Harvard and Ohio State and assistant project director of the Social Science Research Center, University of Puerto Rico.

During the academic year 1961-62, he studied economic development and the distributive trades in Italy and Greece under a Fulbright research grant.

Overseas distribution centers seen as possible answer to some leading problems of U.S. exporters to Europe

Assistant Secretary for Economic Affairs outlines proposal at 3d Conference on Business-Government Relations in Marketing

Lively interest in a new distribution idea for exporters was evident at the 3d Annual Washington Conference on Business - Government Relations in Marketing, March 21-22.

RICHARD H. HOLTON

The idea was presented in an exploratory way on the opening day by the keynote speaker, Dr. Richard H. Holton, the Commerce Department's Assistant Secretary for Economic Affairs. Dr. Holton told the gathering of some 200 business and government leaders in the Shoreham Hotel:

"I'd like to have your reaction to the proposition that U.S. businessmen should have access to what I will call 'distribution centers' which might be set up in each of the major metropolitan markets in Western Europe. At the present time, only about 10% of our exports to Western Europe are consumer goods. One reason for this may well be bad distribution. U.S. firms typically though by no means always sell through agents in Europe who do not maintain stocks. I should think it feasible for a firm to be organized to establish a distribution center in a large metropolitan area so that it could provide a variety of services. The distribution-center firm could serve as an agent for U.S. exporters, holding stocks and selling to the foreign buyer right out of his warehouse. For some items he might act as a merchant wholesaler. For still other items the distribution center would simply serve as a public warehouse, holding goods owned by agents who are independent of the distribution center."

Time-saver

Distribution centers, as conceived in Dr. Holton's proposal, would be entirely private organizations benefitting from possible financing through the Export-Import Bank and from Commerce Department services to firms exporting or investing abroad. By simplifying and shortening exporting procedures, the speaker suggested, centers would enable more foreign buyers to look to U.S. supply sources.

"The main point here is that foreign buyers, or rather potential foreign buyers, are reluctant to deal with an agent because the buyer must arrange for a letter of credit and all the accompanying paperwork involved with imports, and he must wait for his goods to be shipped from the U.S. If the exporter's representative could promise delivery within a day or two after the order is placed, and if the buyer could complete the transaction in local currency just as when he buys from a local manufacturer, I should think that we would have eliminated a significant barrier to increased exports.

". . . The distribution center could require that the U.S. exporters whose goods are stocked in the warehouse contribute capital to the center, the amount from each exporter being determined perhaps every 6 months on the basis of space utilized and possibly the value of the inventory. With many U.S. exporters using the same facilities, and especially if the distribution center also provides the sales force for the goods moving through the center, it should be possible for these exporters to achieve the economies of larger-scale distribution. . . .

Repairs, service

"An important service offered by such a distribution center would be complete repair and servicing facilities and staff for both consumer durables and any capital goods sold through the center. . . ."

Discussion during the question period indicated that Dr. Holton's idea and its ramifications would receive the careful consideration of highly placed business leaders.

The conference was sponsored by American University's School of Business Administration.

NORWEGIANS BUYING MORE

The index of Norwegian retail sales in January was 8% higher than in January 1962.

Chief Executive first to get Liberty Bell Plaque

A citation for "outstanding leadership in the development and expansion of international markets for the commerce and industry of the United States of America" has been awarded to President Kennedy by the Philadelphia Chapter of the International Advertising Association.

The President thus became the first recipient of the Liberty Bell Plaque, which will be awarded annually by the Chapter "as a symbol of recognition of individual efforts by American citizens in behalf of the international business of the United States."

Shipping, foreign trade course opens April 29

The Ocean Shipping and Foreign Trade Management Institute will hold its 16th annual session Apr. 29-May 10, 1963 at the American University's Downtown Center, Washington, D.C.

The session will discuss immediate prospects of U.S. foreign trade and shipping, and means of improving management operations and methods. According to an announcement, "every important angle of transforming the critical situation of U.S.-flag shipping into a more hopeful future will be covered." Among the lecturers will be Dr. Walther Lederer, chief of the Balance of Payments Division, Office of Business Economics, Department of Commerce, and Dr. Harold J. Heck, director of the International Trade Analysis Division, Bureau of International Commerce, Department of Commerce.

Requests for information and application forms should be sent to Dr. Marvin L. Fair, Director, Transportation Program, The American University, 1901 F St., NW., Washington 6, D.C.

ARGENTINE MOVIE ATTENDANCE

Argentina has had a general drop in motion-picture attendance over the past few years. Exhibitors claim that high admission prices and competition from television have been significant factors.

There are an estimated 900,000 TV receivers in greater Buenos Aires. Attendance at the city's movie houses, reported at more than 67 million in 1959, had dropped to 37 million in 1961. First-quarter 1962 attendance was about 8 million.

MILAN TO CHICAGO

Effective April 1st, Alitalia's air service between Milan, Montreal and Chicago will be brought to three weekly flights.

More U.S. exports to Salvador seen as drive toward economic integration progresses in Central America

Country offers advantages of alert business community, compact population, expanding productivity for growing market; shift in import emphasis expected—from finished goods to raw materials, machinery

By MELVILLE A. SHAW
Commercial Attache
U.S. Embassy, San Salvador

"When Central American integration is complete, El Salvador will buy more goods from the United States rather than less, although the U.S. exporter may note some change in the type of goods imported."

MELVILLE A. SHAW

This statement by a leading Salvadoran industrialist is typical of the forward-looking attitude of Salvadorans on the present drive in Central America toward economic integration.

El Salvador, because of its small area, dense population, and spirit of enterprise and hard work, is often called the Belgium of Central America. The business community of El Salvador is noted for its progressive spirit; Salvadoran banks are well run and knowledgeable. The Government is moving forward under its newly elected president, Colonel Rivera. His program, which rates high under the self-help standards of the Alliance for Progress, represents a combination of encouragement of private investment and productivity with increasing social reforms and benefits commensurate with the possibilities of the economy.

El Salvador is and has been a leader in promoting the Central American common market. Results have already become apparent. Salvadoran products now being exported to the other Central American countries include cotton, cottonseed, cottonseed cake, cooking oil, vegetable shortening, margarine, textiles, soluble coffee, coffee bags, textiles, shirts, towels, knitted underwear, concrete reinforcing bars, cement, pharmaceuticals, shrimp, shoes, cigarettes, milk, cream, cheese, crackers, cookies, chemical products, cosmetics, and soap.

In prospect for the near future in El Salvador are factories to make copper wire, structural iron and steel, agricultural handtools, zippers, pins, nuts, screws and bolts, tin cans, canned fruits, canned fish, canned dairy products, canned meat, jams, jellies, and dehydrated soups.

These developments will change market emphasis for U.S. exporters. There are already and will be some further shifts to importation of raw materials from that of finished goods—for example, wheat rather than flour, tin plate rather than tin cans, leather rather than shoes, tobacco rather than cigarettes.

Machinery needed

The U.S. exporter will have a chance to bid on machinery for these new factories. AID loans under consideration require purchase of machinery and equipment of U.S. origin. The exporter can also supply spare parts which become necessary as machine parts wear out. In factory machinery, the U.S. has a distinct advantage: European makers often maintain no stocks of spare parts and publish no catalogs from which to order them. U.S. exporters should use this as a factory-machinery selling point. Another good selling point for U.S. products is delivery speed.

Industrialization in El Salvador—making goods for the common market—is bringing and will bring more prosperity. Prosperity will mean better houses, food, clothes, and education for the Salvadoran people. Prosperity also will mean increased importation of more sophisticated and expensive manufactured products—of which the U.S. is the best and nearest producer for this market—such as automobiles, refrigerators, industrial refrigeration equipment, office machines, medicinal and pharmaceutical products, hospital equipment, power generating machinery, sanitary articles and accessories, plumbing and lighting accessories, scientific instruments, lumber, prefabricated buildings, agricultural machinery, fancy textiles, high grade shoes, jewelry, cereal preparations, and cake mixes.

Investment sought

The U.S. manufacturer and businessman should not overlook opportunities for investment in El Salvador's new and growing industries. El Salvador is looking for foreign investment. The Government has set up its Salvadoran Institute for Industrial Development (INSAFI) to seek out and encourage local as well as foreign investment. Its English-speaking President, Ramón de Clairmont Dueñas, is eager to tell the visiting U.S. businessman how he and El Salvador can benefit each other. In addition to loans on building, machinery, and equipment, INSAFI, if requested, may make equity investments in feasible industrial projects with the understanding that within a reasonable time, usually a 2-year period, the INSAFI shares are to be sold to the private sector, usually with preference to the joint partner.

Many attractive arrangements for brand licensing and joint-venture operations have already been made by U.S. manufacturers. European and Japanese investors also have been quick to see the advantages of investment in this market. Local capital is increasingly seeking domestic opportunities, both on its own and in collaboration with foreign investors. Some of the industries in which U.S. and other foreign investors are now participating are: Petroleum refinery, fertilizer plant, flour mill, factories for making pencils, cardboard boxes, margarine, cigarettes, cosmetics, shoes, textiles, and for canning fruit juices.

INSAFI considers that many other industrial activities are feasible for El Salvador and the Central American common market. Among these are: Shrimp canning, slaughter houses, manufacture of chemical and pharmaceutical preparations, starches, wallboard, wooden furniture, plastic articles, toys, more textile spinning and weaving mills, and a long list of others that may be obtained from INSAFI, San Salvador.

Among do's and don't's to be remembered are the following:

- DO look at the Central American integration movement as a real oppor-

the author

Born in North Dakota, Mr. Shaw attended the University of Minnesota and the University of Washington. He had an export sales agency before appointment to his present post in September 1961.

tunity to expand foreign sales and invest profitably—as a chance to line up with the future of 12 million people with unique advantages, who are determined to go somewhere and want your help.

- DO remember that El Salvador is easy to get to, has a near-perfect climate and hard-working people—a country that stands high on the "self-help" list of the Alliance for Progress, with a sophisticated, investment-conscious business community that is actively seeking representation of quality U.S. goods priced to sell, and also foreign participation in its enterprises.

- DON'T think you can come to El Salvador and sew up a deal or an agent in 24 or 48 hours. Give yourself and the Salvadorans enough time. Come for a preliminary visit; stay a few days; be ready to come back again.

- DO call at the U.S. Embassy to talk with the Commercial Attaché, at the US/AID offices, at the local banks (ask your own banker), and at INSAFI. These people can help you get started. Ask your nearest Department of Commerce Field Office for information about El Salvador before you leave home; you'll save time.

- DO be willing to take Salvadoran participation into your investment plans. Local investors can contribute to the success of your enterprise with capital, credit, knowledge of local customs, practices, sources of supply, prices, etc.

- DON'T overlook the changes in export possibilities that will follow the growth of Salvadoran industry as it profits increasingly from development of the Central American market. Perhaps you never sold in El Salvador before; now you may have a good chance at a growing market.

- DO recognize the advantages of U.S. products in Central America, and push those advantages hard when you sell here: First is quality (it's known and respected throughout the area); second is spare parts and replacement availability (not always available in other countries); third is service, quick and suited to their needs (this may be up to you; don't mention the point if you're not prepared to carry through). Competition is sharp from other countries. Europeans and others have beat us at what we thought was our own game, even when there wasn't much difference in price. They got here first with goods tailored to the market; and they brought plenty of attention and service to the local businessman. Should we be surprised that they got the orders?

- DON'T overlook other important advantages in El Salvador: Labor is plentiful and has a reputation for hard work and industry; and utilities and transportation are adequate and reasonably priced. Many industrialists find total costs of manufacture lower than in the U.S.

FIFTH OF NOVEMBER DAM: Built across the Rio Lempa at a cost of $18.5 million, this project will soon produce 60,000 kilowatts of electricity, needed by rapidly growing industry in El Salvador.

Finland a growing market for U.S. consumer goods

As result of lively economy and high living standards, buying public wants a wider choice of products

By WALLACE H. PEDERSON
Commercial Attache
U.S. Embassy, Helsinki

Finland has been in an economic boom for the last 3 years, although 1963 will probably bring some slackening in its rate of growth. The 4.5 million people have a high standard of living and are interested in all types of consumer goods.

WALLACE H. PEDERSON

U.S. exports to Finland, which average around $55 to $60 million a year, have been mostly concentrated in industrial machinery and raw materials. With the higher standard of living and more disposable income, the Finnish buying public wants a wider choice of products.

Among the U.S. items which should offer increased sales opportunities in Finland are fresh and canned fruits, other prepared foods, spices, condiments, women's and children's casual clothing, hosiery, shoes, men's ties and shirts, handbags, luggage, notions, toys, small household electric appliances (220 v., 50 c.), automobile accessories, camping equipment, boat and sailing equipment, garden and other outdoor living equipment.

That Finland is a good and growing market is evidenced by the fact that over 1,000 U.S. firms have Finnish agents or distributors for their products.

There are over 40 affiliates and subsidiaries of U.S. firms in Finland. At least 50 U.S. products are made under license in Finland. Requests for World Trade Directory reports on Finnish firms rose from 95 in 1959 to 210 in 1962.

When looking at the Western European market, or Scandinavian possibilities for your product, don't overlook Finland; it is not as remote as sometimes thought. Helsinki is one hour from Stockholm by air; there are direct flights to Helsinki from New York; and there is regular shipping from U.S. East Coast ports to Finland. That your product is marked "Made in U.S.A.," however, does not automatically guarantee sales in Finland, although it is a big advantage. Your products must be of good quality, adaptable to the Finnish market, competitive with other similar products, and backed by reasonable service either through your Finnish representative or directly from you.

No illiteracy

Finland is a highly sophisticated country with virtually no illiteracy. Nearly every household has a radio. The average circulation of Finnish papers appearing at least three times a week is over 2 million, one of the highest readerships in Europe.

Finland has two TV systems, one State-owned and the other privately owned, the only one in Scandinavia. It has more hours of TV time than any other Scandinavian country and has commercially sponsored programs. As of January 1, 1963 there were 335,000 licensed sets, more than three times as many as in 1961. Today all of Finland except Lapland is within range of a TV station.

The majority of American programs are in English with Finnish and Swedish subtitles. Many of the commercials show U.S. products or have American background.

Wig hats popular

In Helsinki, Tampere, Oulu, Kuopio, or Lahti, one can see U.S. clothing, canned and fresh fruit, spices, 1963 models of U.S. cars, "twist" records, cosmetics, outboard motors, chain saws, drugs, hardware; and the latest fad, wig hats. About 60% of all movies shown in Finland are of U.S. origin. Supermarkets are springing up in the suburban areas. This winter over 400,000 cases of American apples have been ordered. The number of cars on Finnish highways and streets are rapidly increasing and the Government has a large roadbuilding program. Traffic in the streets of Helsinki at the rush hour is rapidly becoming like that in the U.S.

Every third Finn, it has been said, has a relative in America. Certainly hundreds of American-Finns visit Finland each summer. More and more U.S. tourists are finding Finland a delightful and interesting country. On the other hand, Finns are born travelers. For the first 9 months of 1962, Finland led all of Europe in the percentage gain of visitors to the U.S., with 52% more than in 1961.

The Amerikka Tänään (America Today) trade fair was held in Helsinki, May-June 1961. Over $2 million worth of American products were sold as a result of the exhibition, including $800,000 of consumer goods during "American Week" in Helsinki retail stores. The first automatic bowling alleys were shown at the fair. Today there are 20 such alleys and more being built.

Finland held its first International Trade Fair in Helsinki, September 21-30, 1962. More than a quarter of a million people from 28 different countries visited the exhibition halls. Products of 100 U.S. firms were displayed even though the America Today exhibition was held the previous year.

The increased standard of living, TV, movies, tourism, and other factors mentioned all contribute to an increased awareness by the Finns of the American way of life, and the variety of products available to Americans.

the author

Mr. Pederson, born in Minnesota, attended the University of Minnesota and George Washington University. He has been in the Government service — mainly the Commerce Department — since 1939 and in his present post since November 1958.

How U.S. exporters can minimize Dominican dollar-payment delays

Prompt, careful compliance with documentary requirements should help solve problem; more equipment, materials will be needed to meet Alliance for Progress goals for diversified economy

By JOHN B. PERKEY, JR.

Commercial Officer,
U.S. Embassy, Santo Domingo

Trade inquiries from U.S. exporters in recent weeks suggest that excessive delay in receipt of dollar payments is the most troublesome problem currently associated with shipping to the Dominican Republic. The Embassy is offering some suggestions which may serve to clarify the situation and minimize the delay. It would be unfortunate if potential exporters were to be deterred from entering this market, or present exporters induced to forego additional opportunities, because of unnecessary remittance difficulties.

John B. Perkey, Jr.

The Dominican Republic will require increasing quantities of materials and equipment in the next few years to reach Alliance for Progress goals for a viable, diversified economy and a higher standard of living for all Dominicans. The U.S. export community is in a position to render mutually profitable services in supplying these requirements.

Analysis of requests for assistance or information received by the commercial unit indicates that virtually all payment problems of U.S. businessmen exporting to the Dominican Republic fall into one of the following groups: Shipments to bad credit risks; shipments of nonessential or luxury-type merchandise; and shipments of materials and equipment eligible for agency for International Development (AID) financing.

Credit considerations

The first group, happily the smallest, could be reduced further by recourse to usual sources of information regarding the commercial reputation and financial responsibility of prospective customers. Several instances of slow pay brought to the attention of the Embassy involved firms to which shipment probably would not have been made on other than a letter of credit or cash-in-advance basis

if the shipper had sought information on the importer from commercial credit sources or had consulted Commerce Department World Trade Directory Reports. On the other hand, competitive conditions in the local market require that payment terms be as liberal as possible consistent with good commercial practice. Substantial purchase contracts have been lost to European suppliers, despite offers of U.S. goods at lower prices, solely because the former were willing to ship on sight draft while the U.S. manufacturer's terms specified letter of credit.

Nonessential imports

For the second group, involving nonessential or luxury-type merchandise not eligible for AID financing, remittance of dollars against sight drafts was delayed from 30 to 120 days in the last quarter of 1962, a situation which continued into the first quarter of this year. While the average delay may be reduced somewhat, substantial improvement may not realistically be expected in the next few months.

Export earnings were good in 1962 and should be even better during the current year, primarily because of higher prices for raw sugar (the Dominican Republic's largest dollar earner); but rising incomes and higher levels of economic activity in general are expected to bring even greater demands for imports. Available figures for the first half of 1962, as well as recent information provided by local trade sources, suggest that the U.S. share of Dominican imports is increasing—certainly a desirable trend but one which will put even greater pressure on dollar-exchange availabilities as total imports increase.

In addition to increased demand, current foreign exchange and import control policies of the Dominican Government directly influence the availability of dollar exchange. These controls are intended to prevent inflation, strengthen the Dominican peso, and encourage the use of AID credits provided by the U.S. Government for imports of materials and equipment needed for economic development. A collateral and less desirable result, however, will be reduced allocations of dollar exchange for commercial imports not eligible for AID financing. The Central Bank, which allocates foreign exchange to commercial banks, is attempting to make available as much foreign exchange (especially dollars) as possible for payment to suppliers of commercial imports.

Although Dominican laws presently in effect provide for few direct import controls, an Import and Export Coordinating Board does in fact exercise control over all imports through approval or rejection of Statistical Form CE No.-31, which the local importer must present to clear his shipment. The coordinating Board, an instrument of the Dominican Department of Industry and Commerce, also administers an informal quota arrangement by means of which a predetermined total of imports of household appliances and automobiles is divided among importers of these products on the basis of their respective historical shares of the local market. Exchange availabilities, however, are determined entirely by the Central Bank, in accordance with the Bank's total holdings of foreign exchange. Assignment of an import quota does not necessarily imply, therefore, that the foreign exchange required will actually be made available by the Central Bank.

As a result, the outlook for prompt payment of sight drafts drawn by U.S. shippers of luxury consumer goods—(for example, cosmetics and confections—) and other merchandise ineligible for financing under AID procedures is not encouraging. While the measures adopted by the Central Bank are generally regarded as basically sound under present circumstances, the intended result—to restrict imports of unessential commodities and make available more exchange for imports required for economic development—will necessarily bring about a shift in the composition of exports fro the U.S. to the Dominican Republic. This shift of emphasis should be given careful consideration by exporters in establishing payment terms for sales to Dominican customers.

In connection with assignment of exchange allocations for payment of sight drafts drawn by U.S. businessmen, the normal practice of the Central Bank and commercial banks in the Dominican Republic is to clear exchange items in chronological order. This general rule is not inflexible, however, and the Central Bank has in special cases authorized exceptions, usually when the Bank considered that further delay in remittance of an over-due draft might not be in the best interest of the domestic economy.

AID financing

Paradoxically, the largest group of delayed payment situations need not have been subject to any abnormal delays at all. These cases included sight drafts representing payment for equipment and materials (including cost of ocean freight and marine insurance), supplied by U.S. exporters, which were eligible for immediate financing under AID Letter of Commitment procedures. Ample funds were available under a $25 million credit agreement concluded between the U.S. and the Dominican Republic in February 1962. Some initial delays in disbursement of these funds resulted from lack of local administrative experience with AID Letter of Commitment procedures, but these difficulties were soon overcome by the cooperation of the Central Bank and local commercial banks.

Although local banks, AID officials, and the Embassy encouraged use of this source of dollars, many Dominican importers did not submit promptly the documents required for payment, and several million dollars of the credit had not been utilized by the end of the year. An extension of the original deadline to March 31, 1963, was granted, however, and these funds have now been completely committed.

Submit documents promptly

Additional AID loans and grants announced during the past year will probably make available even greater amounts of dollar exchange to be drawn down in the current year. As the procedures to be followed for reimbursement in dollars from the funds is expected to be essentially the same, U.S. suppliers of eligible commodities to the Dominican Republic may expect payment of sight drafts with minimal delay if all required documents are properly executed and submitted promptly. While internal administrative procedures adopted by local commercial banks and their respective correspondents in the U.S. vary slightly, the following documents generally are required:

Two copies of the charter party or ocean bill-of-lading or airway bill; two copies of the shipper's commercial invoice; and executed Supplier's Certificate, form AID 18-24, in triplicate for the full invoiced value. Separately executed Supplier's Certificates are required, when appropriate, for the cost of ocean or air freight and marine insurance.

the author

Mr. Perkey received a B.A. degree from West Virginia University in 1947, and has had graduate work at American University. He was an international economist with the Commerce Department before going to Sao Paulo as an economic officer in 1956. Mr. Perkey, who speaks both Portuguese and Spanish, has been in Santo Domingo since 1961.

Certification on the commercial invoice to the effect that the invoiced merchandise is of U.S. origin—sometimes overlooked—is an important requirement for reimbursement from AID funds. Origin is defined by AID to mean the country or area in which a commodity is mined, grown, or produced. A commodity is produced when, through manufacturing, processing, or substantial major assembling of components, a commercially recognized new commodity results that is substantially different in basic characteristics or in purpose or utility from its components.

The following certification of origin should be attached to or endorsed on each invoice and be signed by an officer of the company:

> The undersigned hereby certifies that the origin (as defined by A.I.D.) of the commodities listed on the attached invoice or invoiced herein is as shown below, and that this information is true and correct in all respects.
>
> Origin of Commodities _____
> Signed _____ Date _____
> Title _____

Commercial banks in the Dominican Republic need the cooperation of local importers to clear drafts for payment under the AID Letter of Commitment procedures; and it is clearly in the interest of the supplier in the U.S. to provide the required Supplier's Certificate and Certificate of Origin for his customer's use as soon as practicable.

U.S. exporters can avoid much delay and inconvenience by obtaining from the importer's bank or his bank's correspondent in the U.S. an exact statement of the documents required by that bank and the method of submission preferred. Some banks ask that all required documents be submitted by the importer at the time the draft is paid in pesos, while others find it more convenient for the exporter to deliver the documentation to their correspondent in the U.S. To prevent delays in payment it is essential that both the U.S. shipper and the Dominican importer comply fully with all AID requirements and the commercial bank's instructions.

PANAMA'S CATTLE THRIVE

The total number of cattle in Panama has increased 25.51% since 1960, when the cattle population was 665,600. The official estimate for 1962 was 835,400, an increase of 169,800 head. Panama became self-sufficient in beef production in 1961, and began exporting cattle in the last quarter of that year.

Philippine planters' drive to industrialize spices U.S. business opportunities

Machinery, know-how sought; 5-year socio-economic program, eventual expiration of sugar-quota agreement, dissatisfaction with one-crop role spur diversification

By JOSEPH RAND

Commercial Attache
U.S. Embassy, Manila

For the Filipino sugar planter, sugar is a life giving substance to which he is adding the spice of diversification and industrialization. This spice provides the U.S. businessman with new and tempting trade, licensing, and investment opportunities.

JOSEPH RAND

The phenomenon of the sugar planter's drive to diversify and to industrialize is attributable to many factors: The specter of expiration in 1974 of the Laurel-Langley Agreement with its vast sugar quotas under which Philippine sugar enters the U.S. at premium prices well above world prices; the impetus of President Macapagal's 5-year socio-economic program which stimulates diversification and industrialization; and growing dissatisfaction of the sons and grandsons of early sugar planters with their one-crop farmer's role. "It may have been good enough for my father and grandfather but it is not good enough for me" is not uncommonly heard from the new-era sugar planter.

Sugar harvest sets record

The Philippine sugar harvest for the crop year ending in late 1962 established an alltime high—about 1¾ million short tons, exceeding the previous year by about 8%. Well over a million tons will be shipped to the U.S. in 1963; and still more if additional sugar quota allotments are granted. For 1962, Philippine sugar exports to the U.S. will have amounted to about $135 million. The importance of sugar to the economy is demonstrated by the fact that sugar exported to the U.S. in the first half of 1962 represented about 35% of total Philippine exports for the period (latest available figures).

Bacolod on the island of Negros—the heart of "Sugarlandia" in the Visayas which produces about three-quarters of all Philippine sugar—is the home of the National Federation of Sugar Cane Planters, the association which represents planters in policy matters. It is also the home of the largest producers cooperatives—the Sugar Producers Cooperative Marketing Association (SPCMA) and the Philipine Producers Cooperative Marketing Association (PHILPROCOM). Virtually all sugar people in the area are members of one or more of these associations.

The writer has visited Sugarlandia a half dozen times—twice with the recent U.S. Trade and Industrial Development Mission which left the Philippines in November 1962. He has talked with many planters and has toured sugar haciendas and sugar mill centrals. From all these sources comes the message that diversification and industrialization are the order of the day.

What are these diversification and industrialization efforts and plans?

Associations at work

PHILPROCOM seeks to establish a dairy

the author

After graduating from the New Jersey State Teachers College, Mr. Rand received an L.L.B. degree from John Marshall College in 1933 and became a practicing attorney. He took a position with the War Department in 1943 and later served in various Government Departments. Mr. Rand was secretary of the Council on Foreign Economic Policy from 1955 until he was appointed to his present position in March 1961.

with related processing operations, including a canned milk plant. It also plans to establish beef, swine, and poultry operations with related slaughtering meat-packing and storage. Another project is a freezer plant for beef, pork, poultry, fish, fruit, and vegetables; and another, plants to produce tools and agricultural equipment. These operations are to be financed either by PHILPROCOM or by its individual members, or in a joint venture with U.S. participation. PHILPROCOM has circularized its membership to determine individual plans so that total planning may go forward on a more precise and complete basis. It has also recruited a professional animal husbandryman to assist in planning.

SPCMA has established an industrial planning committee to develop joint ventures which would utilize the resources of member planters who have already contributed 4 million pesos (about $1 million) for pilot plants. These pilot plants will serve as models for new industries to be participated in individually or collectively, or as joint ventures.

The National Federation of Sugar Cane Planters, seeking to improve the efficiency of sugar harvesting and milling, is looking into new harvesting machinery and the diffusion method of extracting sugar. U.S. capital participation is welcomed.

One smaller association—VMC Sugarcane Planters Cooperative Association—is interested in a distributorship for road-building and agricultural equipment.

Individuals also plan

These efforts are generated by the forward looking activities of associations. But many individual planters are already proceeding on their own.

For example, the President of the National Federation of Sugar Cane Planters has established a piggery of 500 breeding sows and annual production exceeds 7,000 pigs a year. He has also branched out into citrus and cacao, and his industrialization plans include a freezer-locker operation and a canning plant. He seeks a joint venture with participation in the form of capital and know-how, or even know-how alone.

Another sugar planter is well established in cacao and wants to progress into candy manufacturing—particularly that which would use homegrown chocolate to coat homegrown coconut, peanut, and cashew nut centers.

Another is ready for his own dairy farming and milk processing, to include bottling fresh milk. He is particularly interested in know-how and machinery.

Still another planter—he too has substantial capital—wants to put his money into some profitable industrial venture even though he has reached no definite conclusion on the product he would like to make. This is a common situation; the desire, the wherewithal, and the ability are present but without crystallized plans. Guidance is often sought from Americans in whom great trust is placed. In this instance, the planter has an inclination toward manufacture of tools and agricultural implements, and processing and packing of food.

Also scanning new horizons is still another planter with a sugar hacienda which has been in the family for generations. Already growing rice, he would now diversify further into cattle, hogs, and fish. On the industrialization side, he is interested in producing animal feed. In this instance, another phenomenon accompanying industrialization becomes evident. After generations of proprietary operation, the family has recently incorporated in order to utilize the benefits of this modern business operational instrument.

Other planters have entered the cattle and swine business. They too look to the industrialization phase—packing and canning plants. Again it is technology more than captial that is sought. Those in the fishing business seek to expand their operations via the joint-venture route.

There are also small mining operations, particularly of phosphate rock and low-grade coal, in the area owned by sugar planters. Substantial further study is required, however; and while joint venture for future development is sought, there is present interest in mining equipment.

This activity has already reflected itself in other fields—particularly machinery and equipment. Expanding machine shops are ordering equipment. One shop is interested in an oxygen and acetylene plant, advising that outside financing is not necessary because of the availability of adequate capital within the family.

In this boom atmosphere, even the leading department store is expanding and is seeking out opinion as to the desirability of a U.S. discount-house type of operation. Expansion of hotel capacity also is planned.

Sugarlandia has capital

As has been previously noted, the need and quest for financing does not appear as pressing as in other sectors of the economy. Sugarlandia for the most part has its own capital. Even the instruments for harnessing this capital for diversification and industrialization are present. And further capital-harnessing implements are being forged.

In addition to the personal holdings of the planters and millers, existing pools of capital are found in the cooperative marketing associations. Members accumulate dividends which may be distributed or, as is presently planned, they may be deposited in a fund for joint investment in diversification and industrial operations. For example, PHILPROCOM has an annually accruing fund of almost a half million pesos which has been paid to its 600 members annually in relatively trivial amounts. If used in toto for investment, it represents a rather tidy sum. The annual SPCMA total accumulation is considerably larger.

Another type of special diversification and industrialization pool is evolving in one of the sugar districts. Where planters are negotiating a joint investment financing agreement. Under such an agreement, a fixed amount or percentage would be subtracted from the gross price of the sugar sold and the monies siphoned into a common investment financing pool.

Also under formation is the Visayas Development Bank which would help finance diversification and industrialization. This project of the Secretary of Commerce and Industry, Rufino G. Hechanova, is to be capitalized at 30 million pesos, half to be contributed by the Government and half by the private sector. Secretary Hechanova also has formed an active Sugar Diversification and Industrialization Committee to help recommend and implement plans.

Yes, sugar and spice are creating opportunity for U.S. businessmen. With still greater prospects in the future, American business would do well to give more study and allocate more substance to Sugarlandia. As a first move, U.S. businessmen should talk with or write to the Far Eastern Division of the Bureau of International Commerce and to the nearest Commerce Department Field Office Manager. The Embassy in Manila and the Consulate in Cebu are on the front line providing assistance to help make Sugarlandia a prime area of opportunity for the mutual advantage of Filipino and U.S. business.

ITALIAN CIVIL AVIATION

The Italian parliament has approved the creation of an Inspectorate General of Civil Aviation under the supervision of the Ministry of Transport. Heretofore civil aviation was handled by a Directorate General in the Ministry of Defense.

SEAWEED SALES

Norway exported 11,179 tons of sea weed meal valued at 4.5 million kroner to 21 countries during 1962.

Dates for exporters

U.S. Department of Commerce sponsored Trade Fairs—Trade Missions—Trade Centers

This calendar lists exhibitions sponsored by the Department of Commerce in U.S. Trade Centers or in International Trade Fairs abroad; also included are U.S. Trade Missions scheduled to date. A brief description of each activity follows:

U.S. Trade Centers

These permanent U.S. Government sales rooms are located in London, Frankfurt, Bangkok, and Tokyo. Milan is scheduled for opening late this year. Others are planned. Trade Center shows are limited to specific product lines chosen upon completion of market surveys and announced in INTERNATIONAL COMMERCE as well as the general press. Each show is backed by a vigorous publicity campaign directed at the trade. The show, usually a closed trade show, attracts overseas buyers, agents, wholesalers, and retailers. Agency and sales agreements, in many instances, are concluded on the spot.

Commercial trade fairs

International Trade Fairs held in areas offering a good market for U.S. products are the Commercial Trade Fair sites. Markets are surveyed to identify product categories for which a good sales potential is indicated. As in the case of U.S. Trade Center shows, these joint Government/industry presentations serve to dramatize the unique features and high quality of U.S. products, and represent for the American manufacturer excellent opportunities to test the market, introduce new product lines, increase sales, and obtain overseas agents and distributors.

U.S. Government exhibitions

These officially sponsored exhibitions indicated as 'Inter-Agency' are conducted under authority of the "Mutual Educational and Cultural Exchange Act of 1961." Frequently, the U.S. Government will mount a solo exhibit in the host country. Exhibitions under this program are often held in developing or Soviet bloc countries. Exhibits must conform strictly to the theme of the exhibition and are subject to careful selection in fulfill-

MAR. 31-APR. 8—LYON—International Fair

APR. 12 (closing date)—BANGKOK Trade Center—Small Farm Machinery and Equipment show

APR. 1-30—LONDON Trade Center—Department of Agriculture*

APR. 2-26—TOKYO Trade Center—Industrial Instruments and Laboratory Apparatus show*

APR. 16-MAY 6—TOKYO—Tokyo International Trade Fair (Inter-Agency)*

APR. 20-MAY 18—NETHERLANDS—Trade Mission

APR. 23-MAY 10—FRANKFURT Trade Center—Boating and Accessories show*

MAY 4-19—CONAKRY—U.S. National Exhibition (Inter-Agency)*

MAY 4-JUNE 7—SWEDEN—Trade Mission

MAY 6-JUNE 23—TOKYO Trade Center—Dept. of Agriculture

MAY 8-JUNE 8—FRANCE—Trade Mission

MAY 9-26—PHNOM PENH—U.S. Exhibition (Inter-Agency)*

MAY 14-MAY 24—BANGKOK Trade Center—Pharmaceutical show (locally produced)*

MAY 18-JUNE 23—NORWAY-DENMARK—Trade Mission

MAY 21-31—LONDON Trade Center—Automotive Services and Maintenance Equipment*

JUNE 1-JUNE 30—BELGIUM—Trade Mission

JUNE 1-20—BARCELONA—International Samples Fair (Commercial)

JUNE 4-14—FRANKFURT Trade Center—Electronics show (locally produced)

JUNE 9-23—POZNAN—International Fair (Inter-Agency)

JUNE 17-JULY 19—BANGKOK Trade Center—Business Machines and Office Equipment show

JUNE 18-28—LONDON Trade Center—Apparel Textiles show*

JUNE 25-JULY 26—FRANKFURT Trade Center—Home Furnishings and Design show

JUNE 29-JULY 22—LIMASSOL—International Fair (Inter-Agency)

JULY 9-AUG. 2—LONDON Trade Center—Home Furnishings and Design show

JULY 9-26—TOKYO Trade Center—Automotive Service and Maintenance Equipment show

JULY 19-AUG. 18—RIO DE JANEIRO—U.S. National Exhibition (Inter-Agency)

JULY 26-AUG. 10—SYDNEY—International Fair (Commercial)

AUG. 19-SEPT. 20—TOKYO Trade Center—Agriculture show (USDA)

AUG. 20-SEPT. 20—IZMIR—International Trade Fair (Inter-Agency)

AUG. 28-SEPT. 8—STOCKHOLM—St. Erik's Fair (Commercial)

AUG. 28-SEPT. 13—FRANKFURT Trade Center—Nonelectric Housewares

AUG. 31-SEPT. 22—TAMATAVE—U.S. National Exhibition (Inter-Agency)

SEPTEMBER—LONDON Trade Center—Camping and Sporting Goods (Tentative)

SEPT. 1-22—SALONIKA—International Trade Fair (Inter-Agency)

SEPT. 7-22—ZAGREB—International Trade Fair (Inter-Agency)

SEPT. 8-22—BRNO—International Trade Fair (Inter-Agency)

SEPT. 10-23—BARI—International Levante Fair (Commercial)

SEPT. 27-OCT. 3—STOCKHOLM—Technical Fair (Commercial)

SEPT. 28-OCT. 12—MOGADISCIO—U.S. National Exhibition (Inter-Agency)

OCT. 1-18—TOKYO Trade Center—Photography in Science, Industry, and Education

OCT. 1-31—LONDON Trade Center Agriculture show

OCT. 12-27—BERLIN—German Industries Exhibition (Inter-Agency)

OCT. 18-NOV. 3—TUNIS—International Trade Fair. (Inter-Agency)

OCT. 26-NOV. 10—LIMA—Pacific International Fair (Inter-Agency)

NOVEMBER—LONDON Trade Center—Specialized Electronics Equipment (Tentative)

NOVEMBER 12-DECEMBER 29—TOKYO Trade Center—Advanced Medical Equipment Show (Tentative)

NOV. 13-19—FRANKFURT Trade Center—Medical & Dental Equip. (Tentative)

Note: For Trade Center shows marked USDA, please address inquiries to U.S. Dept. of Agriculture.

* No space available

ment of this theme and the policy objectives of the U.S.

Inquiries about specific Trade Center shows and exhibits in commercial trade fairs may be addressed to any Department of Commerce Field Office or to the Exhibitions Participation Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. All inquiries concerning U.S. Government exhibitions should be made directly to the Exhibitions Participation Division.

U.S. Trade Missions

U.S. Trade Missions establish person-to-person contacts between U.S. and overseas businessmen. A dozen of these missions may visit 20 or more countries in a year. In each country, the mission members—usually four or five businessmen expert in certain fields and a Department of Commerce official—meet with foreign business groups, private businessmen and Government officials to present business proposals (for export, import, investment, joint ventures, licensing, and plant establishment) submitted by U.S. companies. Foreign firms or Governments interested in any proposal are put directly in touch with the U.S. firm. Any reputable U.S. firm may submit business proposals—at no charge—usually up to 6 weeks before each mission's departure.

The missions also return with foreign companies' business proposals which are published in International Commerce. The missions discuss their findings at businessmen's conferences in key U.S. cities. Detailed information about the program and advance notice of departing missions may be obtained from Commerce Department Field Offices or from the Department's Trade Missions Division.

Tariff Commission studies steel wire rod imports

On Treasury Department advice, the U.S. Tariff Commission has instituted an investigation under the Antidumping Act to determine if hot-rolled carbon steel wire rods from Belgium and Luxembourg are being imported into the U.S. at less than fair value.

A public hearing will be held in the Tariff Commission's Hearing Room, Tariff Commission Building, 8th and "E" Sts., N.W., Washington, D.C. at 10 a.m. May 7 for Belgium and May 9 for Luxembourg.

Interested parties desiring to appear at the hearing should notify the Secretary of the Tariff Commission, in writing, at least 5 days before the hearing.

International friendships always lead to commerce

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Los Angeles—Robert Dockson, dean of the University of Southern California's College of Business Administration, departed the other day for Karachi, where 350 Pakistan youths are enrolled in a university operated Graduate School of Commerce.

Three days before, he was an honored guest at a black tie affair attended by 300 business leaders who gathered here, sporting some of the fanciest dress shirts outside of a Texas rodeo, to pledge continued support of his leadership.

"Dean Dockson," University President Norman Topping told the gathering, "works for an excellence that is durable. He is an exciting man. I don't know how far he will eventually climb, but his mark has already been left on California."

The next day, fresh as ocean spray, Dr. Dockson, as chairman of the Los Angeles Export Expansion Council, opened a foreign trade conference attended by 400 more businessmen in the Biltmore Hotel. The conference, lasting all day, moved from seminar to seminar with more main events than an Irish picnic.

"Bob Dockson," Dr. Topping informed us, "gets to his office at 6:15 every morning and stays until 10:30 at night."

Now, this is disturbing practice and long hours even for farmers, cab drivers and Export Expansion Council members, so we inquired if such an example of success so close to a campus did not upset the impressionable minds of students intending to enter the commercial world.

"Perhaps he has trouble sleeping," an associate suggested. "Possibly due to a thyroid or blood pressure condition."

Well, we found out, Dean Robert Dockson does not have trouble sleeping, but he does have trouble letting an hour go by without doing something about the College of Business Administration.

The bouncy dean is as energetic and personable as Coach John McKay talking to the parents of a high school half-back, and more sold on what the University of Southern California can accomplish than the football team has already explained to the Big Six, with the Big Ten thrown in on New Year's Day.

"For four or five years we have operated the Institute of Business Administration at the University of Karachi," Dean Dockson told us. "We have eleven Americans on our Pakistan staff."

"Let's talk overseas trade," he continued. "There's no better way to form international friendship, which always leads to commerce, than through education."

"This is foreign aid at its best. We're not leaving products—motors or paint or cement mixers—but we're leaving men trained to carry on daily in business administration.

"These men understand the United States, the way it operates, its manner of thinking, and they have respect for our services and manufactured goods. Training minds is better than building bridges."

"Just hope that nothing happens to him," one faculty member told us. "He's powerfully intense and interesting, with a volcanic intensity as though an heroic fire blazes within him. He burns, not a tiny candle, even in India, but is an arsonist setting fires of flaming patriotism for the U.S. and the University."

New 'E' winners named from New York to California

First Kentucky winners join 15 other U.S. organizations —from marketing, export management and buying groups to manufacturing firms, publications, engineers

Five recent "E" award ceremonies added 17 new names to the more than 200 U.S. organizations that have received President Kennedy's export honor since it was initiated in late March 1962.

Another California exporter joined the ranks on March 19 as officials of the Ampex Corporation of Redwood City received an "E" in Washington, D.C. from L. Edward Scriven, Deputy National Export Expansion Coordinator.

Kentucky firms

A ceremony for the first Kentucky winner, Catalysts and Chemicals, Inc., of Louisville, was held in Louisville on March 21.

The director of the Cincinnati Field Office, R. M. Luckey, presented the "E" citation and pennant to the firm's president, Dr. R. E. Reitmeier, in the presence of Lt. Governor Wilson Wyatt, the mayor of Louisville, the county judge, presidents of 3 banks and presidents of the Kentucky State and Louisville Chambers of Commerce.

In another award ceremony on March 21, an upstate New York firm, Nautalloy Products, Inc., of Auburn, received its "E" in the Washington office of Congressman Samuel L. Stratton.

A lady exporter, Mrs. Eloise C. Lewis, vice president of W. M. Cissell Manufacturing Co., Inc., represented another Louisville, Ky. firm as it was awarded its "E" by Draper Daniels, the National Export Expansion Coordinator, in Washington, D.C. ceremonies on March 26.

13 in New York

In a major award ceremony in New York City, 13 additional organizations joined the "E" ranks during a March 27 meeting of the International Executives Association, Inc., which in turn became a new award winner as well.

Other New York City organizations scheduled to receive the export honor were *American Metal Market;* Dodge & Seymour, Ltd.; Kirby, Block & Company, Inc.; Machine Affiliates, Inc.; National Filter Corp.; New York Auction Company, Inc.; Permafilm Incorporated; Republic Textile Equipment Co.; Rocke International Corp.; Schacht Associates, Inc. and Robert H. Sittig Associates, Inc.

One New Jersey firm, Everseal Manufacturing Co., of Ridgefield, was also included in the ceremony for the group of New York award winners at which the Deputy National Export Expansion Coordinator, L. Edward Scriven, presided.

Some of the export activities of the 17 new "E" winners include:

● *American Metal Market* publishes news, features and listings which help its readers reach foreign markets and also keeps U.S. firms informed of overseas metal prices.

● Ampex manufactures precision magnetic-tape recording equipment and developed export sales to nearly 100 overseas markets. It exhibits at international trade fairs and trade conventions and distributes sales literature in a number of foreign languages, including Japanese and Turkish.

● Catalysts and Chemicals was organized in 1957 to manufacture chemicals used in fertilizer, petroleum and petrochemical production plants. Despite higher wages, tariff duties and freight rates, they compete successfully on a price basis in Europe and the Far East. Each of its sales engineers speaks every language in his sales area, supplies customers with literature in the local language and gives them technical service and support seldom available from competitors.

● Cissell Manufacturing, producers of laundry and dry cleaning equipment, increased its overseas sales to 22% of its total business by making innovations in its pressing machines to meet particular market needs, demonstrating equipment at trade shows and pushing a vigorous promotion and sales program against severe competition.

● Dodge & Seymour, Ltd. was established in 1864 to export U.S. products and continues in that field today. The firm has offices in 22 foreign countries and sales representatives in 36 nations.

● Everseal Manufacturing makes paints, varnishes and waterproofing and first exported its products in 1919. Today its overseas sales represent 80% of its total sales and are made in some 17 countries.

● International Executives Association, first organized in 1914 as a result of export problems arising from World War I, was named the Export Managers Club of New York in 1917 and adopted its present title in 1960. It is devoted to the exchange of information on international trade.

● Kirby, Block has represented thousands of U.S. firms for nearly 50 years as resident buyers. It reports on market trends and counsels its clients in selecting goods which can be most profitably sold overseas.

● Machine Affiliates was organized in 1944 and represents 20 noncompetitive U.S. machine tool maufacturers. It has been a major factor in increasing exports to Latin America.

● National Filter Corp., a firm of engineers, exporters and manufacturers, has obtained contracts for processing installations, distilleries and packaging machinery in overseas markets previously dominated by foreign suppliers.

● Nautalloy Products manufactures and markets marine hardware for pleasure boats. It established its own export division in 1960 and increased exports to 13% of total sales. Through overseas travel by company executives, distributors were established in 53 countries and the firm now sells overseas for 7 noncompetitive marine products manufacturers.

● New York Auction markets fur skins on consignment and exports to buyers in some 50 cities in Europe, Latin America and Canada.

● Permafilm makes chemical processes for protecting movie and still film. New to exporting in 1957, the firm now has franchised some 30 foreign distributors.

● Republic Textile deals in the sale of used textile machinery, advertises extensively in foreign textile publications and sends its staff overseas to build exports.

● Rocke International Corp. acts as an export manager for over 80 U.S. firms in the fields of electronics, communications and electro-industrial equipment and has 12 active branch offices overseas.

● Schacht Associates designs and fabricates stainless steel and bronze glazed doors and patented accessories and is building exports to Europe in the face of stiff competition. (See story in INTERNATIONAL COMMERCE of Aug. 6, 1962, pp. 20-2).

● Robert H. Sittig Associates acts as export managers for many U.S. dental suppliers and manufacturers and exports to more than 60 countries around the world.

BRENNER PASS TURNPIKE

Construction of the 230-kilometer (143 miles) Verona-Brenner Pass turnpike was approved by the Italian Minister of Public Works. The 4-lane, divided traffic turnpike will cost about 90 billion Lire ($144 million). Construction will start in the Spring of 1963.

Sluggish Mozambique economy remains tied to Portugal; U.S. trade increase unlikely

Various reform measures enacted, but implementation is slow; U.S. trade share drop as Portugal stresses West Europe ties; American-owned oil firm continues well-drilling operations

The slow and sometimes halting growth of the Mozambique economy continued sluggish during 1962 and into the first quarter of 1963, according to the U.S. Consulate General at Lourenco-Marques.

Various reform measures covering education, increased local economic autonomy, accelerated infrastructural programs, and labor and welfare matters have been enacted, but implementation has been slow. However, there is a new expectation that traditional economic patterns can and will change.

Mozambique agriculture had a relatively good year in 1962, as World market prices for all export crops except tea and cashewnuts remained stable throughout the year.

The Mozambique Cotton Institute and Cereals Institute began effective operation, and there are indications that the Cotton Institute will play an increasingly important role in directing cotton cultivation away from the concessionaire system towards cotton cooperatives of European and African cultivators.

Concessions fold

Several factors related to the new social and economic legislation to improve the position of African farmers caused 3 of the largest cotton concessionaire companies in the Province, all with headquarters in Lisbon, to announce that they would cease operations in Mozambique. The Cotton Institute has also been actively introducing mechanized cultivation and harvesting, and the application of insecticides.

The Cereals Institute gained a more influential role in the economy during 1962, taking over responsibility for the import, cultivation and commercialization of all cereal grains in Mozambique.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

On the other hand, the Mozambique Settlement Board, established in 1961 to induce Metropolitan Portuguese farmers to emigrate, has failed to make its presence felt.

The traditional pattern of heavy imports of manufactured goods, railway and port equipment, and industrial goods was repeated in 1962. Shipments of cotton and sugar to Portugal, and tea, cashewnuts, copra and sisal to foreign countries again characterized exports. Another heavy trade imbalance may have reached $45 million for the year.

Port traffic through Lourenco Marques and Beira remained at high levels throughout the year and international rail traffic was once more brisk and profitable. Tourism recovered somewhat in 1962. However, for the fifth straight year invisible earnings from port and railway services and tourist expenditures were believed insufficient to make up the trade deficit.

Foreign trade operations in the first 11 months of 1962 resulted in a deficit of $42.15 million, more than $4.5 million higher than the same period of 1961. The total 1962 deficit will probably exceed 1961's deficit of $40.33 million by about $5 million. By the end of the year there were indications that the Government was actually short of funds to carry out specific development projects, and Exchange Fund reserves were at their lowest point since 1951.

Commodity exports were valued at $81.87 million through November, up 3.5% over the 1961 pace. However, imports rose $7.5 million to a total of $124 million during the same period.

Metropolitan Portugal remains Mozambique's principal supplier. South Africa supplied substantially more in 1962, while the U.S. share dropped slightly.

Main imports

Principal imports consisted of machinery and parts, cotton textiles, automobiles, iron and steel products, common wines, wheat grains, paper and paper products, dairy products, drugs and medicinal products, fish products, automotive equipment and spare parts, tires and tubes, and tractors.

The Native Code, or *indigenato*, was repealed in September 1961. Thus far, the Africans' new legal status has allowed them increased freedom of movement, freedom to choose their employer and make contracts, and, for certain African civil servants, to receive social and welfare benefits.

A new Rural Labor Code which became effective on October 1 provides for many economic and social benefits such as minimum wages, vacations, hospital and medical assistance, benefits for dependents, and recruitment and dismissal safeguards. The Code has apparently stamped out compulsory labor and questionable recruiting, but there is evidence that its administration and implementation will proceed at a slow pace.

Urban unemployment became more serious, and some observers believe there are between 7-10,000 Europeans and an equal number of Africans unemployed in the Lourenco Marques area alone.

Outlook

Several serious problems continue to retard the logical expansion of Mozambique's economy:

❶ The inability to bring about significant increases in export crop pro-

duction and the need to diversify the agricultural base;

❷ The inability to establish significant industry to process local commodities whose importation ought to be unnecessary;

❸ To overcome the continuous drain of foreign exchange caused by trade deficits, especially with the Metropole;

❹ The lack of easy credit sources for the private sector and the lack of funds for the Government to expedite infrastructural programs;

❺ The need to attract foreign investment in mining, industry, commerce and agriculture.

Assuming continued political stability within Mozambique and her neighbors, the prospects for increasing exports, establishing a limited industrial base, and obtaining foreign investment appear the more promising short run possibilities.

An expanded role for U.S. exporters and investors in Mozambique in the foreseeable future depends largely on when the Lisbon Government decides to implement specific policies to attract foreign investment and capital and to allow them a more active role in the development of the economy. U.S. trade with the Province declined in the first 11 months of 1962 from the already low levels of previous years, as Portugal began to stress its close ties with West European countries. The volume of trade with the U.S. is not expected to increase, but there will be opportunities for American exporters of wheat, industrial machinery and parts, tractors, pharmaceuticals and medicines, roadbuilding machinery, automotive equipment, office machines, light aircraft, agricultural machinery, kraft and cigarette paper, water and power meters, and pumps.

Export crops

As in the past, the great majority of the total value of Mozambique's commodity exports in 1962 was derived from 6 agricultural products—lint cotton, cane sugar, cashewnuts, copra, tea and sisal fiber.

The 6 chief crops accounted for 66% of the total value of Mozambique's 1962 commodity exports. Other exports included vegetable oilseeds, oilcakes, fresh fruits (principally bananas and citrus), refined petroleum products, mineral ores, and timber products.

The reduced value for Mozambique cashewnuts was dictated by conditions in the Indian market and may have a serious effect on Mozambique's 1963 crop. Efforts are being made to install new machinery to process substantially increased amounts of cashewnuts for export to the U.S., and a decisive step in the industrialization of this crop is likely this year.

Lower price quotations are being received for Mozambique tea on the London market and, since local producers will not be able to increase the quality of their product for several years, this declining production is likely to continue.

Business climate

Business in general was on the sluggish side in 1962. However, several firms, especially retailers of food staples and non-durable goods, reported increased business activity. Business was sharply hit by the increasingly serious unemployment problem in most cities and towns.

Local firms and individuals also had trouble obtaining credit from either Government or local banking sources and the Government continued to restrict imports to absolutely essential items. The continual decline of foreign exchange reserves and the failure of local and foreign investors to maintain a satisfactory rate of capital investment further dampened business activity. Finally, the closing of all Indian National firms in the Province and the subsequent failure to reopen most of them under European or African management was also a factor.

The presence of several thousand additional troops in or near the principal urban centers of Mozambique helped wholesalers and retailers of non-durables and food items to increase sales solely on the basis of transactions with the military.

Although the new legal status of the Mozambique African may eventually provide him with increased educational and vocational opportunities, it has not yet increased his purchasing power and the great majority of Africans remain outside the money economy.

Significant new industry during the year was almost totally lacking, with total capital investment in new or expanded industrial establishments amounting to only $8.77 million, of which $3.91 million represented investment in equipment. The value of Mozambique's principal industrial products in the January-November 1962 period amounted to $64.8 million compared with $68.6 million in 1961. The principal manufactured commodities were: food items ($30.4 million); refined petroleum products ($9.4 million); vegetable oils, oilcakes and fatty acids ($5.6 million); tobacco products ($5.1 million); textiles ($4.2 million); and cement ($3.7 million).

New plants

The new SOCIMOL wheat flour mill, authorized in April 1962, announced at the year's end that construction of its plant would begin in 1963 and that the German firm MIAG had been chosen to install all milling equipment in the plant at Machava. The plant should be ready for operation in early 1965. Production began at the Metal Containers, Ltd., plant in Lourenco Marques, and Mozambique should soon be self-sufficient in a wide variety of metal drums, cans and related containers.

A new brewery at Beira began producing beer and soft drinks during the year, the latter under a license arrangement with an American firm. The paper bag factory announced by the Companhia de Cimentos last year, to be used for paper cement containers, is expected to begin production early in 1963.

New industrial applications approved in 1962 included a 12,000-ton capacity wheat mill at Beira; a new paint factory at Lourenco Marques owned by *Robbialac Portuguesa* (presently under construction; should be producing by October); a canning plant for fruits, dry fruits, jams, biscuits, and chocolates in Lourenco Marques (initial capitalization $35,000); a motor vehicle assembly plant in Lourenco Marques authorized to produce up to 1,000 Willy's Jeep units annually; a bicycle plant in Lourenco

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

Marques; an explosives plant at Beira; a Portland cement plant at Lourenco Marques; and another paint factory at Beira.

Mineral production figures appear to have equalled those of previous years, despite noticeable declines in beryl and tourmaline production. A considerable portion of bauxite, beryl, colombite-tantalite, and bismuthite production was exported to the U.S.

The prospects for a significant increase in mineral production in 1963 are not entirely favorable. Until export prices for beryl rise again, local production will stay low. The erratic nature of the pegmatite deposits and an apparent inability or unwillingness of local mine companies to modernize mining methods and equipment contributed to the general uncertainty.

Search for oil

The major petroleum activity was again represented by the operations of the American-owned Mozambique Gulf Oil Company. Working in partnership with the Pan American Oil Company, Mozambique Gulf continued intensive geological exploration throughout its large concession area. Well-drilling operations begun in October 1961 were continued throughout the year but, while several gas wells were struck, no oil has been discovered. Some thought is being given to the commercialization of the gas found but details are lacking.

Mozambique's only petroleum refinery, SONAREP (Sociedade Nacional de Refinacao de Petroleos, SARL) of Lourenco Marques completed its second year of operation in 1962 without interruption. In the first 9 months of 1962 it produced 64,920 metric tons of gasoline, 108,949 tons of fuel oil, and 123,877 tons of diesel oil.

SONAREP has decided to establish a $2.5 million asphalt plant at the refinery with an estimated annual capacity of 80,000 metric tons. There has also been some discussion recently regarding the possible establishment of a subsidiary company in South Africa which would be involved only in retail distribution.

ITALY BUYING SUGAR

Italy will import 150,000 metric tons of sugar, of which 120,000 raw and 30,000 refined. An application for permission to import sugar from third countries at a reduced date of duty will be submitted to the Commission of the European Economic Community.

Payments deficit dropped to $2.2 billion for 1962

Effects of Canadian exchange crisis, shipping strike cancel each other out; private capital outflow drops $900 million

U.S. international transactions in the fourth quarter of 1962 resulted in an adverse balance of $691 million, or nearly $800 million on a seasonally adjusted basis, according to the Commerce Department's Office of Business Economics.

Gold and convertible currency holdings declined by $375 million, of which $24 million was in gold and $351 million in convertible currencies. Liquid dollar holdings of foreign countries and international organizations increased by $316 million.

For the year 1962, the net payments balance was about $2.2 billion, down from the $2.4 billion balance in 1961 and representing a very marked improvement from the $3.9 billion total in 1960.

Major changes

Among the changes having a favorable effect, the largest amount was in nonliquid U.S. Government liabilities, with net credits rising from $160 million in the third quarter to $520 million in the fourth, and in private investment income which increased by about $140 million.

On the negative side were a slight decline in the trade balance, an increase in Government grants and capital outflows, a drop in advance receipts of foreign debt repayments, and a rise in net payments on unrecorded transactions.

The adverse changes in our balance were mainly in our recorded transactions with Canada, and in our transactions with international organizations. These organizations may be considered a channel for funds going essentially to the less developed countries, so that the increase in the net outflow of funds in their direction may be related to the rise in the improvement in our balance with these countries themselves.

For the year as a whole, the net effects of the Canadian exchange crisis and the shipping strike may more or less have canceled out.

Merchandise trade

The decline in merchandise exports appears to have been due mainly to the shipping strikes on the East and Gulf Coasts from October 1-4, and December 24-January 26. Exports for the year as a whole, excluding military shipments, were about $20.6 billion, up $650 million.

Well over half of the decline was centered in agricultural items, particularly unmanufactured cotton.

Finished goods sales

Exports of finished manufacturers dipped very moderately to a seasonally adjusted annual rate of $11.9 billion, after having remained relatively stable at $12.2 billion in the previous 2 quarters. Nonagricultural crude materials and semimanufactures resumed the decline which had been briefly reversed during the third quarter.

The recorded outflow of U.S. private capital totaled slightly over $3 billion in 1962. Overall flows dropped $0.9 billion between 1961 and 1962, with short-term flows down by about $1 billion, purchases of foreign equity securities down by $0.3 billion, and the direct-investment flow slightly reduced. On the other hand, there was a marked rise in sales of foreign bonds in the U.S., raising the total of new issues to a post-war record of over $1 billion.

About two-thirds of the new foreign securities were placed privately with banks, insurance companies, and other large investors. About $450 million of the new issues were Canadian.

San Diego's new loader courts Southwest's exporters

The Port of San Diego has dedicated a $2.8 million bulk loader in a bid to handle the bulk cargo foreign trade of the Southwest U.S.

The main conveyor belt runway, with a travel of 455 feet parallel to the deep water berth, permits bulk loading, general cargo loading and unloading, bunkering and the taking on of fresh water and provisions at a single berth.

Rated at 2,000 tons per hour for high density materials, the loader is expected to handle a complete range of commodities from mineral products of 6 inch chunks down to agricultural or mineral "fines."

NIGERIAN BRIDGE: Women of the Hausa tribe inspect the railroad bridge over Nigeria's Dindima River. Businessmen look to such projects to increase the flow of trade during 1963. (World Bank Photo)

Nigerian business optimistic despite sharp export drop; U.S. oil firms prepare to drill

U.S. Pavilion draws 656,000 visitors at Lagos Trade Fair; American firms bid to construct top priority steel plant; prime contract for Niger Dam Project to be let in 1963

Nigerian economic activity during the last quarter of 1962 was somewhat slower than normal for this period of the year, but the termination of the state of emergency in the Western Region should improve business conditions significantly.

A quickening of the country's economic tempo is expected from several agreements concluded during December, according to the U.S. Embassy in Lagos. On December 24 Nigeria signed an Investment Guaranty Agreement with the U.S. Earlier in the month a group of agreements on trade, air and sea transportation, and technical assistance were initialed with West Germany.

Nigerian foreign trade figures for third quarter 1962 showed imports of $141.2 million (£50.4 million) and exports of $114.3 million (£37.3 million). The decline in exports was normal, as the third quarter falls between seasons for most export crops. However, the decline appears to have been sharper than usual in 1962, bringing the figure for total exports in the first 9 months of 1962 below the corresponding figure for 1961.

Record peanut and cotton crops are expected for the 1962-63 season and cocoa production should approximate last year's record level even though it falls short of previous estimates of a 200,000-ton crop. These major export crops are harvested and sold beginning in the fourth quarter each year.

An interesting feature of 1962 exports is the large increases shown by several minor export crops—pepper, coffee, chillies, ginger, and bananas—all of which exceeded the level of total 1961 exports in the first 9 months of 1962.

Total Nigerian imports for 1962 remained well below 1961. The decline continued to be most marked in high-priced consumer items like radios and automobiles, and in textiles. Nigerian imports from the U.S. during the third quarter totaled $9.7 million (£3.5 million) or 6.9% of total imports, compared to $21.7 million (£7.7 million) or 8.3% during the first half of the year. However, they remained well above the $7.4 million (£2.6 million) of third quarter 1961, when the U.S. share of Nigeria's import market dropped to 5%.

The third-quarter is generally a period when trading companies restock for increased demand at the end of the year, but purchases are largely in consumer goods categories, of which the U.S. is not a significant supplier.

Major U.S. sales

One major Nigerian import from the U.S., wheat flour, has been severely curtailed by a 15 to 50% increase in the import duty. Nigerian purchases of flour from the U.S. will decline sharply from the rate of over $336,000 (£120,000) a month during the first 9 months of 1962, as the new duty is intended to protect a local flour mill. The decline should be partially offset by increased wheat sales for milling in Nigeria; wheat imports for January-September 1962 were valued at $1.76 million (£629,041) compared to nil in 1961.

Tractor parts, rice, lubricating oils, and unmanufactured tobacco were other major Nigerian imports from the U.S. which increased during the third quarter. Imports of frozen poultry, refined petroleum products, heavy tractors, pumps, air-conditioning and refrigerating equipment and parts, and secondhand clothing held steady at approximately their first-half levels, above those of 1961.

However, several imports from the U.S. which had shown gratifying increases in the first half of 1962, dropped off in the third quarter. These included medicinal and pharmaceutical products, blasting explosives, aircraft engines and parts, outboard motors, parts of internal combustion engines, typewriters and other office equipment, road-building, excavating, and leveling machinery, machinery parts n.e.s., insulated cables and wire, and railway rolling stock parts.

The Nigerian International Trade Fair, held in Lagos from October 27

through November 18, was very successful. More than 40 countries and hundreds of private firms, both Nigerian and foreign, exhibited at the fair, which was visited by 1,152,000 persons.

U.S. pavilion

The U.S. pavilion, which drew 656,000 visitors, introduced a number of new products which are expected to find a market in Nigeria. Among the features of the exhibit were food products, wood and metal-working machinery, and a complete automatic bakery. Virtually all the items on display were sold during the fair.

Trade agreements with Yugoslavia, Hungary, and West Germany were initialed during the quarter. Hungary is the 4th Soviet Block country with which Nigeria has trade agreements—the others are Poland, Bulgaria, and Czechoslovakia. Nigerian trade with the Bloc remains unimportant in comparison to total Nigerian trade, although imports from Poland increased significantly during the first half of 1962. The West German trade agreement mentioned above provides generally for most-favored-nation treatment in accordance with GATT; the aid and technical cooperation agreements outline procedures and terms for German technical and financial assistance. Conclusion of the agreements clears the way for implementation of the earlier German commitment of $25 million (DM 100 million), to be used for a second Lagos-mainland bridge and for hospital construction.

Industrial developments were highlighted by progress in the cotton-textiles sector. The spinning and weaving plant of Nortex Nigeria Ltd. (13,000 spindles and 200 looms), owned by the Northern Nigeria Development Corporation and a Sudanese entrepreneur, Mr. E. A. Seroussi, began production in October. Construction began on another plant in Kaduna, the 20,000-spindle factory of Norspin Ltd., a joint venture of United Africa Company (managing agent) and British partners. Norspin expects to begin production in May 1963.

New mills

At Ikeja, near Lagos, Nigerian Textile Mills (15,000 spindles and 500 looms) began production in September. The Ikeja mill is a venture of the Chase International Investment Corporation with Italian-Swiss technical and financial participation. Finally, the Northern Region Government and the All-Japan Cotton Spinners Association reached agreement in December on a textile mill (10,000 spindles and 400 looms) in Kaduna.

Plans for the Steel mill which is the top-priority industrial item in Nigeria's 6-year development program moved ahead with submission of a report to the Nigerian Government on technical and economic factors connected with the choice of a site and a steelmaking process. Two groups of American firms, as well as a German group, have submitted proposals for construction of a steel plant which, along with the report of the Swiss consulting engineers, were under active study at the end of the year.

U.S. firm active

Much of the Federal Government's investment promotion activity is being carried out by a team from Arthur D. Little Inc., whose services to the Federal Ministry of Commerce and Industry are financed by the U.S. Agency for International Development. In addition to feasibility studies of prospective new industries, the ADL team has prepared, and the Ministry published on October, an industrial directory of Nigeria and a list of 100 investment opportunities, which have been distributed throughout the world. The ADL consultants, who also assist the 3 regional trade ministries, plan to carry out 14 feasibility studies of specific industries for the Central Government and 6 for the regions, during the first 4 months of 1963.

Progress in petroleum exploration continued when Tennessee (Nigeria) Inc. spudded in its first exploratory well on the coast about 50 miles east of Lagos, on December 24. Except for some dry holes drilled by Mobil in southwestern Nigeria in 1959, the Tennessee well is the first by an American company in Nigeria. Two other American companies, Gulf and American Overseas, continued to analyze geological and geophysical data in preparation for exploratory drilling. Both companies are expected to begin drilling offshore (although Gulf also has some onshore concessions), and their results probably will influence offshore drilling by Shell-B.P.

Dam applications

During November the Government of Nigeria called for applications from firms wishing to receive invitations to tender on the prime contract for the Niger Dam project, which is scheduled to be let in 1963. It also began efforts to recruit a

Market profile-Nigeria

Area: 356,669 square miles (size of Texas, Oklahoma, and Louisiana combined).

Population: 36 million (estimated mid-1962).

Gross National Product: $3.2 billion in 1961.

Agriculture: 80% of agricultural production is consumed locally, the remainder is exported. Principal domestic products include yams, cassava (manioc), sorghum, corn, rice, cocoyams, and pulses; principal export crops are palm kernels and oil, peanuts, cocoa, cotton, and rubber.

Industry: Manufacture of textiles, cement, building materials, furniture, plastics, soap, footwear, and chemicals are among the more important industrial activities.

Transportation: Railways, about 1,800 miles. Roads, about 45,000 miles with 7,000 miles hard-surfaced. Motor vehicles, 78,992 in 1961—48,791 automobiles, 30,201 trucks and buses.

Electric Power: 666 million kilowatt hours, almost all thermal.

Trade Controls: Most commodities may be imported under open general license. A specific import license is required for coal, petroleum products, cement, gold and gold products, and used clothing. Foreign exchange is automatically granted for all authorized imports.

Foreign Trade: (1961) Total imports, $622 million; total exports, $486 million. Imports from the U.S., $33 million; exports to the U.S., $53 million.

Principal Trading Partners: United Kingdom, Japan, U.S., West Germany, and the Netherlands.

Principal Imports from the U.S.: Machinery and transportation equipment, petroleum products, medicinal and pharmaceutical products, air-conditioning and refrigerating equipment, second-hand clothing, office equipment, rice, and unmanufactured tobacco.

Principal Exports to the U.S.: Cocoa, timber, hides and skins, palm oil, and rubber.

highly-qualified chief executive for the Niger Dam Authority.

The World Bank loan to the Nigerian Ports Authority will help finance an $18.6 million program for construction of 4 additional berths and auxiliary port facilities, including new warehouses and 4 transit sheds, at Apapa. This expansion will enable the port to keep up with the demands of increased tonnage and shipping. The contract for the extension was let to Construzioni Generali Farsura of Rome.

All-U.S. show set next month in Cambodia

An all-U.S. trade fair highlighting U.S. machines and equipment keyed to Cambodian needs and interests will be held in Phnom Penh, May 9-26.

The exhibition is part of a worldwide U.S. program to portray the U.S. way of life to other countries and to illustrate the benefits of the private enterprise system.

It will be the second official U.S. exhibition sponsored in Cambodia by the Department of Commerce. The first was in 1955, when a modest show brought out crowds estimated at 23,000 a day for the 3-week run.

Theme of this year's fair is "Agriculture and Industry—Production for Progress." Forty-four U.S. manufacturers will display modern machines that speed production or convert raw materials, particularly Cambodian raw materials, into useful products.

Since Cambodia is one of the world's major rice producers, there will be a demonstration of up-to-date methods of rice milling and shelling. Wood harvesting and preserving demonstrations will tie in with Cambodia's hardwoood industry.

Other exhibits will show machine maintenance and repair, woodworking, metalworking, doughnut making, peanut roasting and shelling and tire recapping.

The event at Phnom Penh will mark the 132nd presentation by the Office of International Trade Promotion since the U.S. began its international trade fairs program in 1954. By the end of 1962 more than 80 million persons in 39 countries on both sides of the Iron Curtain had seen these displays and demonstrations of U.S. products and technology.

Liberia introduces austerity budget; reassures investors

Seeks to increase native participation in economic activity; construction industry active; several trade missions visit

Financial matters continued to dominate the Liberian economic scene during the fourth quarter of 1962, according to the U.S. Embassy in Monrovia.

The Government's 1963 budget was announced and reflected the predicted austerity measures. Strenuous efforts to close the pending $12 million deficit for 1963 have been forecast, including new revenue producing measures, debt rescheduling, new borrowings, and further attempts to realize more revenues from existing measures.

There was a seasonal upswing in the private sector during the quarter, but many businessmen still complained that business was not as good as it should be, and many instances of slowness in meeting both private and commercial obligations were reported. There was also concern in the foreign business community over recent pronouncements by Government officials.

The business community, especially the foreign element, has been seeking reassurances of the Government's traditional Open Door Policy on private foreign investment. There has been a feeling of uneasiness because of the Government's well known concern over lack of Liberian participation in the country's economy.

Official encouragement

Private foreign investors received some reassurance from the Director General of the Office of National Planning in a recent speech before the Liberian Chamber of Commerce. He referred to the disparity in income between Liberians and foreigners and called for a more equitable distribution of income, but with maximum rates of profit to foreign investors. He added that the Government realized that its revenues depend on a healthy private sector and foreign concessionaires.

The construction industry remained active during the quarter and there were many plans for the establishment of new industries, due partly to the encouragement and assistance of the Liberian Development Corporation. The dry season brought on increased activity on public works projects, especially street repairs in Monrovia.

The U.S. Agency for International Development (AID) recently announced a $4.7 million loan, tied to U.S. procurement, to help construct and equip a 250-bed general hospital for in-patients and out-patient medical care, as well as paramedical training facilities and dormitory space for 75 nurses and other medical technicians. Upon completion, this National Medical Center will be administered by the Liberian Department of Health.

A strike by the National Seafarers' Union of the Congress of Industrial Organizations (CIO) was averted when local shipping agencies agreed to wage increases of roughly 33 1/3% and recognized the union as bargaining agent.

Foreign economic relations were in the news because of the visits of trade delegations from Lebanon, Pakistan, South Korea, and Japan, a large group representing the Italian fashion industry, and the announcement of a trade agreement between Liberia and Mali.

Liberia Mining Company's (LMC) 1962 production was down slightly from 1961. Liberian American Swedish Minerals Company (LAMCO) has received railway equipment and hopes that production and hauling of iron ore will soon begin. The German Liberian Mining Company (DELIMCO) also received railway equipment and began construction of its railroad from the Free Port of Monrovia to the Bong Range.

IGE to supply turbine gears for Japanese-built tankers

International General Electric (IGE) has won 2 new contracts to supply two 28,000 shaft-horsepower marine turbine-gear sets for installation on two 94,470-ton tankers which Sasebo Heavy Industries Company, Ltd., of Tokyo is building for a subsidiary of Socony Mobil Oil Company.

The sets are the third and fourth in a series of these units to go aboard Mobil-owned tankers.

Malagasy-U.S. trade jumped 30% in 1962, but French ties still dominate island's trade

Island republic improves traditional trade surplus with U.S.; Government encourages private foreign industrial investment

The improvement in the Malagasy Republic's economy, evident during the first part of 1962, was maintained throughout the year. Commercial activity, which had been dropping since before the country achieved independence in 1960, picked up, and both imports and exports ran well ahead of 1961 levels.

Agricultural production increased by about 5% over 1961, and satisfactory progress was shown in both industrial and mining activities, according to the U.S. Embassy in Tananarive.

Following a policy of close cooperation with the Western nations, particularly France, the Malagasy Government maintained stability in the financial and monetary sphere, and transformation of the country's financial institutions to fit its sovereign status was carried out in a gradual and orderly fashion.

Trade expands

Madagascar's foreign trade underwent a significant expansion in 1962; the value of imports through November was over 16% ahead of the comparable period of 1961, while the value of exports rose by 18%.

France remained the country's major trading partner, supplying 76% of total imports during the first 10 months of 1962 (as against 73% for all of 1961), and purchasing 52% of exports (compared with 54% in 1961).

As an Associated State of the European Economic Community (EEC), Madagascar increased her import quotas for EEC products by 20% last year. Imports from the 5 EEC countries other than France remained virtually unchanged from the 1961 level, however, and some of the EEC quotas actually went unused.

This is because established commercial companies in Madagascar are accustomed to French products and the lack of customs formalities when importing from the former metropolitan country (no import quotas applied or license applications required).

Unless non-French trading companies begin operations in Madagascar and make the effort to develop new sources of supply, this pattern is not likely to change substantially in the near future.

Trade with U.S.

Madagascar's traditional surplus in trade with the U.S. swung even more in the island republic's favor during 1962. Imports from the U.S. for the first 10 months of the year increased by 31% (from $1.6 million to $2.1 million), whereas exports to the U.S. increased by 33% (from $9.2 million to $12.3 million); the U.S. bought 17% of total Malagasy exports, but supplied only 2% of imports.

Shipments of Malagasy vanilla and coffee to the U.S. increased significantly, with vanilla accounting for over 50% of the value of these exports and coffee for another 25%. U.S. imports of cloves and clove oil, graphite and sisal fibers also increased substantially, but were largely balanced by sizeable decreases in exports of lima beans and mica to the U.S.

The Malagasy Republic bought more U.S. petroleum products, tractors and trucks, tobacco and tobacco manufactures, excavating machinery, aircraft and parts, and concentrated milk during 1962.

Farm output up

Production trends of most Malagasy crops were favorable, giving a major impetus to the country's general economic expansion.

Production of rice, the staple food of the Malagasy people, rose considerably over the 1961 level; preliminary estimates place the crop at 1.3 million metric tons of paddy—about 200,000 tons higher than 1961. Manioc production increased slightly, and other local food crops remained about constant.

The 1962 harvest of coffee is currently estimated at 53,000-55,000 tons—a very good crop for Madagascar.

Vanilla production dropped sharply last year to about 350 tons, compared with 600 tons in 1961, but preliminary estimates show marked increases for 1962 in sisal and peanuts, and slight increases in tobacco and sugar cane for industrial purposes.

Investment encouraged

While industry accounts for only a small part of Madagascar's national income at present, the Government has followed a consistent policy of encouraging local and foreign private investment in the industrial sector. A revised investment code was adopted last year based on the original 1961 law and adding some new features designed to attract new investment, such as provision for Government subsidies or loans at reduced interest rates to qualified investors.

Prospects appear reasonably strong for development of industry both to transform basic agricultural commodities and to manufacture consumer items for the domestic market.

Production of existing industries increased moderately in 1962 and, more importantly, a number of new investment projects were moved closer to implementation or came under serious study.

These prospective investments, some involving American interests, include a cement plant, an automobile assembly plant, a small petroleum refinery, a paper and pulp mill, a carbo-chemical industrial complex, a film-making center, and a few plants for processing local agricultural products.

Vienna Ladies' Fashion Week attracts worldwide buyers

Participation in Vienna's increasingly popular annual Ladies' Fashion Week, the largest event of its kind in the European Free Trade Area, could develop worthwhile sales for American clothes manufacturers, according to the American embassy in Vienna.

Demand at last November's showing centered around elegant sports wear with the "Austrian Look" and high quality ladies' fashions of conservative style. In addition to the lively demand shown by Austrian purchasers, buyers from Germany, the Benelux countries, Scandinavia, Italy, England, Canada, the Sudan and the U.S. were active purchasers.

Showings by 90 clothing manufacturers included firms from the Federal Republic of Germany, the Netherlands and Switzerland.

OVER THE CANAL: The recently opened Thatcher Ferry Bridge connects the American continents. Daily traffic flow is expected to reach 10,700 vehicles in the first year. (Panama Canal Company Photo)

Alliance boosts Panama's accelerating growth rate; U.S. buys 90% of exports

Backlog of uncommitted funds ready for use in 1963 projects; National Assembly enacts 1% import surtax to raise revenues; 4th quarter Canal cargo tonnage fell 5.6% below 1961 level

The Alliance for Progress is picking up momentum in Panana, where it contributed substantially to a healthy acceleration in the economic growth rate during the past year.

Panama's industrial production, foreign and domestic trade, and construction activities reached encouraging levels during the final quarter of 1962. Output of the major food crops was also larger than a year earlier, due to expansion in the area cultivated.

All indications are that the country's economic growth rate accelerated during the year, according to the U.S. Embassy in Panama City. Tentative estimates of Panama's aggregate 1962 output indicate that the gross national product amounted to approximately $500 million at current prices, an increase of roughly 8.5% over 1961, and that per capita GNP was approximately $445, a gain of about 5.5%.

One of the major contributing factors was the expanding public investment under the Alliance for Progress. Ten additional rural schools were completed during the fourth quarter, making a total of 19 built under the Community Aided Rural School Construction Program since its inception early in 1962. Contracts had been awarded for 8 more school plants totaling 168 classrooms, representing an investment of about $1.5 million.

Five integrated health centers had also been contracted for by the end of 1962. Resource surveys were under way for hydroelectric power, minerals, forestry, and fisheries, and a study on the development of chemical industries is also being prepared.

Work was started on the construction of a terminal fish market which will include facilities for the refrigeration, storage, and processing of fish. It will service recently established fishing cooperatives in the commercially undeveloped Central Provinces area on the Gulf of Panama, which are jointly sponsored by AID, CARE, and the Panamercian National Agency for Economic Development (ANDE).

An outstanding 1962 accomplishment was the completion of 180 kilometers of farm-to-market roads, which will serve an estimated 10,000 rural people in previously isolated communities and should stimulate a transition from subsistence farming to small-scale commercial production.

During 1962 Panama negotiated external loans totaling $20.2 million, the major share of which was unobligated at the end of the year and will be available to help finance economic and social development projects in 1963.

Growth factors

Other major factors in Panama's accelerated economic growth rate were a rising income from transactions in goods and services with the Canal Zone, as a pick-up in business activity in the Colon area due to an increase in the Colon Free Zone's trade, and the operation of the new $30 million petroleum refinery, beginning in the second quarter of 1962.

The Colon Free Zone's trade, which slipped in the third quarter, rebounded to a record high in the fourth quarter. The total 1962 trade turnover reached an all-time peak of $177.4 million. The favorable balance rose to $35.7 million, an increase of $4.6 million over the 1961 figure.

The value of building permits issued in Panama City dropped towards the end of the year, but the $5.7 million total reported for the second half of 1962 was the highest second semester figure of any recent year. A large part of this gain was in permits issued to private firms and individuals. The shortage of mortgage money is being eased through the resumption of home mortgage lending by the Social Security Fund, resulting in good prospects for an increase in private residential construction in 1963.

Another development which holds promise of stimulating private construction was the enactment on January 27, 1963 of a law authorizing the establish-

ment of an Institute of Insured Mortgages. Press reports indicate that it will provide for insuring business and professional construction up to $500,000 and private housing up to $10,000. They also indicate that a savings and loan association will form part of the organization.

Fiscal year changed

To give more consideration to the new budget presented by the President last October 16, the fiscal year which formerly coincided with the calendar year, was changed. Law No. 47 of November 15, 1962, adopted a fiscal year which begins March 1st. On January 30 the National Assembly approved an ordinary budget of $77.3 million for the fiscal year, a $10.5 million increase over 1962. Receipts for 1962 totaled $67.9 million, an increase of $5.8 million over 1961. Indications are that the 1962 budget was more nearly in balance than in most recent years, when sizeable deficits were incurred. The 1963 budget, however, is expected to have a deficit of approximately $3 million.

The only general tax change approved by the National Assembly during the last session involved a surtax of 1% on all imports. This measure is designed to supplement Government revenues and keep the deficit as low as possible.

The foreign trade picture shows a continued unfavorable balance for Panama, with the U.S. being its main source of trade. It is tentatively estimated that the final 1962 figures will show imports of at least $145 million; exports of $35 to $37.5 million, and reexports of about $1.5 million, leaving a deficit of more than $105 million for the year.

Banana exports were off sharply in the fourth quarter, reflecting the after-effects of the third quarter blowdowns. A part of this decline also was due to the December shipment stoppage resulting from the dock strike in the U.S.

Fourth quarter shrimp exports, though down seasonally, are estimated at $2 million, bringing the yearly total to an estimated record high of approximately $8 million, an increase of more than one-third over 1961.

Incomplete trade figures indicate that during the first quarter of 1962, the U.S. took close to 90% of Panama's exports and supplied slightly less than 50% of its imports.

However, import figures appreciably understate the amount of merchandise of U.S. origin, because of incomplete coverage of exonerated imports. They also do not reflect imports which originated in the U.S. but entered Panama from the Canal Zone or the Colon Free Zone. Roughly 13% of the Free Zone's outgoing shipments in 1962 represented deliveries to Panama, which totaled $14.1 million, or $2.9 million more than in 1961.

In response to an invitation to join the Central American integration movement, Panama has expressed a desire for closer economic association with members of the Organization of Central American States (OCAS) but says that it is not yet in a position to take a decision on full membership. It has been implied that Panama will carefully evaluate the effects that membership could have on her international relations and economic structure, which is based on the country's situation as a place of international transit.

Although moderate increases in rice and corn production appear likely due to increased plantings, agriculture is lagging behind other sectors of the economy. This has been attributed to continuing relatively low yields of both rice and corn, and the general lack of progress in raising agricultural productivity.

The coffee situation also deteriorated in 1962, with the new crop estimated to be at least 25% smaller than 1961. One improvement has been in beef cattle production, which has risen in both quantity and quality.

Commercial traffic through the Panama Canal declined again in the fourth quarter, when 2,754 merchant ships carrying 15.5 million tons of cargo transited the canal. The decreases from the third quarter levels were slight, but cargo tonnage was 5.6% below a year earlier, although the number of commercial transits showed little change.

The Thatcher Ferry Bridge across the Panama Canal between Panama City and Balboa was opened in October 1962. It is a concrete and steel cantilever-type bridge measuring 5,425 feet; its highest point is 384 feet above the average level of the Canal, and the lowest, 201 feet above the Canal at high normal tide. Built at a cost of $20 million from funds appropriated by the U.S., it forms an important link in the Inter-American Highway.

Although Panama's imports seem likely to increase more than exports, the general outlook for 1963 holds promise of a further rise in Panama's economic growth rate. The upward trend in income derived from transactions with the Canal Zone is expected to continue.

A large increase in public works is planned, utilizing funds now available from grants and loans previously negotiated under the Alliance for Progress and receipts from the sale of newly authorized bond issues by the Government of Panama. Prospects also are favorable for expansion of private construction. The $9 million loan which the Government of Panama negotiated with private American investors in December reportedly will be used to stimulate private investment in construction and industry.

Who to ask

Information on displaying and selling your products through international trade fairs is available from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. Tel: WOrth 7-3713.

Commerce, State personnel meet to study Latin market

Assistant Secretary of Commerce for Domestic and International Business Jack N. Behrman will head a group of Commerce and State Department officials participating in a Regional Conference of U.S. commercial officers at Lima, Peru from April 3-5.

The meeting is being held to advance the Administration's program to expand exports and to increase the flow of private U.S. capital investment to Latin America. The Conference will bring together the chief commercial officers of 13 U.S. Foreign Service posts in the 10 South American republics with 6 State and Commerce Department officials. An exchange of views and suggestions on how U.S. business can best be served in expanding the sales of its products in South American markets will be the main theme of the Conference.

In addition to Assistant Secretary Behrman, the six-man group from Washington will include: Eugene M. Braderman, Director, Bureau of International Commerce, Donald S. Gilpatric, Director, Office of Foreign Commercial Services, and Claude Courand, Director, American Republics Division, all of the Department of Commerce; and Theodore Hadraba, Coordinator for Commercial Activities and William V. Turnage, Director, Office of Inter-American Regional Economic Affairs both of the Department of State.

Following the Conference, several members of the Washington group will stop in Mexico City to confer with U.S. Embassy commercial officers on trade development in Mexico.

Mexico continues steady advance; U.S. sales rise

Companies can 'Mexicanize' by turning over 51% of their stock; microwave system gives commercial telephone-TV link with U.S.; OAS, World Bank teams examine prospects for $1.5 billion loans

The Mexican economy maintained its steady forward momentum through January, and the opening of several new industrial plants broadened the nation's industrial base.

Representatives of the Organization of American States (OAS) and the World Bank (IBRD) visited Mexico to review the Government's short-range economic development program.

Preliminary figures on 1962 foreign trade indicate a slight rise in imports to $1,143 million ($1,139 million in 1961), while exports advanced briskly to $907 million ($802 million in 1961).

The Ministry of National Patrimony announced a plan whereby foreign mining companies wishing to Mexicanize but unable to find buyers can deposit irrevocably 51% of their shares in escrow with financial institutions.

Business was about normal in January, with some seasonal after-Christmas slowdown at retail levels in sports equipment, giftwares, books, small appliances, and luxury goods such as jewelry, photographic equipment and toys. Sales of radio and TV sets were also slow, the latter being particularly affected by contradictory announcements regarding the introduction of color TV in Mexico. By mid-February, however, industry sources were predicting that color broadcasting techniques would develop slowly and retail sales for black and white might not be adversely affected.

Link with U.S.

The U.S.-Mexico microwave system linking Mexico City, Nuevo Laredo and San Antonio was inaugurated in January. The system, with a capacity of 960 simultaneous telephone conversations, also provides a commercial TV link between the 2 countries. Television broadcasting was initiated in Acapulco and Merida, the programs consisting of re-broadcasts of programs originating in Mexico City.

Textile shipments will be resumed under the rubber-for-textiles agreement with Indonesia. Mexico is also attempting to export cotton textiles to Australia, Scandinavia, former French North Africa, and Singapore.

The automotive manufacturing plans of Toyota and Borgward were approved by the Ministry of Industry and Commerce, bringing to 8 the total of authorized projects. Fabricas Automex, S.A., the Chrysler-Fiat assembler, announced plans to build a new factory in Toluca, State of Mexico, and an American transmission manufacturer indicated its intention of constructing, with Mexican partners, a transmission and rear axle factory.

Negro-Mex, S.A., a petrochemical plant inaugurated by President Lopez Mateos at Salamanca, Guanajuato, represents an investment of $3.6 million, of which less than 5% is foreign. Its annual capacity of 15,000 metric tons of carbon black will supply all domestic needs.

Cyanamid de Mexico, S.A., subsidiary of American Cyanamid Co., inaugurated a $1.2 million antibiotics plant near Guadalajara, Jalisco. It will produce 15 metric tons annually of broad spectrum antibiotics for human and veterinary medicines, and 6,000 metric tons of animal feed supplements.

Boxcars to U.S.

The Constructora Nacional de Carros de Ferrocarril, S.A., a Government-owned manufacturing firm, was awarded a contract to supply the Southern Pacific Railway with 100 box cars. This is the first time that the Mexican firm has sold in the U.S. market.

Financial observers agree that 1962 topped 1961 for sales, profits and collections. Price indices also reached higher levels at the end of 1962: The cost of living index rose 2.14%; the food cost index, 0.64%; the wholesale price index, 2.3%; and the retail price index, 1.1%.

Deposits in private commercial banks were reported as substantially higher than at the end of 1961. Demand deposits were tentatively placed at 10% above those at the close of 1961.

The Government decreed a special 1% tax on gross receipts and gross payments of wages and salaries, to be earmarked for intermediate, technical and higher education. Considerable controversy exists over the decree's constitutionality and its accord with the sound principles of public finance.

The press reported a Supreme Court ruling to the effect that in case of business failures, payments on loans from financial institutions would take precedence over payments to private individuals. This was a confirmation of the validity of Section 109 of the General Law of Credit Institutions.

A committee representing the Council of Nine of the OAS and a group representing the World Bank jointly examined the Government's Immediate Action Plan (1962-64), preliminary to the possible consideration of $1,500-million in loans for Mexican Government programs.

Foreign trade

Mexico's December imports rose to $104.3 million, from $96.3 million in November ($90.9 million in December 1961). Imports from the U.S. rose to $75 million from $64.7 million in November ($63.7 million in December 1961).

Total exports (revalued) declined sharply to $83.9 million in December, from $103 million (revised revalued) in November ($83.5 million in December 1961). Exports to the U.S. (not revalued) declined to $49.6 million from $56.9 million in November ($50.3 million in December 1961).

Mexicanization

The Government proposed that private Mexican financial institutions sell mining company shares to the public to assist foreign-owned companies to "Mexicanize." This would be accomplished through an irrevocable deposit of 51% of a company's stock with a financial institution designated by the seller, for sale to the public at a price agreed upon by the company and the institution.

Freeze damage in citrus and winter vegetable areas of the U.S. stimulated Mexico's exports of these crops. Tomatoes from the Pacific Coast sold for as much as $5 a crate. The strawberry harvest was halted early in February by heavy frost damage, and processing plants could not return to normal operations until March.

Water stored in the Laguna area was low, and a reduction in cotton planting was anticipated. Mexican sugar supplies were fairly tight and, although the industry expects to ship its U.S. quota in this marketing year, additional nonquota shipments will be small.

Construction boom leading Germany's economic surge

Scandinavians and French capitalize on prefab-housing market; Germans buying more industrial goods; labor shortage easing

The major current expansionary force in the Federal Republic of Germany is provided by the building trade and closely connected industries, according to the "Monthly Report of the German Federal Bank" for February 1963.

Estimated expenditures on residential building were up to a monthly average of 2,005.5 million Deutschmarks ($501 million) in October and November of 1962, an increase of 17% over the preceding year. At the same time, the carry-over of buildings under construction, plus those approved but not begun, increased by 11% during 1962.

Public construction projects also provided an important stimulus. The value of the monthly average of public buildings in October-November 1962, including construction of hospitals, schools and office buildings, was 477.3 million Deutschmarks, up 26% over 1961 levels. Nevertheless, the carry-over in non-residential construction increased by 13% during 1962.

The Bank commented that the German Government's temporary stoppage of building permits had been largely ineffective in the governmental and residential sectors, although it apparently had a restraining influence on private building for trade, industry and farming, which dropped 6% below 1961 to a monthly average of 569.5 million Deutschmarks for October-November.

The expansion in demand was mainly due to official projects and an increase in planned house construction encouraged by direct or indirect official support. The report indicated that the gap between demand and supply would increase unless the Federal Government and the individual laender (States) take counteraction.

Prefabrication

German trade papers point out that the demand for housing, combined with the labor shortage and inflated construction costs, paved the way for a breakthrough of prefabrication in German home construction. They note that new prefab manufacturers are being established in Germany at the rate of almost one a day. Scandinavian and French firms are the principal non-German companies to capitalize on this new market.

A loan copy of a recent aricle on prefabricated housing published in *German International*, Bonn, is available from the Bureau of International Commerce's European Division or may be consulted at the Department's Field Offices.

Demand elsewhere dips

Demand in areas of the German economy, other than housing, slackened somewhat during 1962 although there are still sizeable backlogs of orders for many industries. These backlogs declined most in the capital goods industries, especially mechanical and electrical industries where they were one-third lower than at the peak of the investment boom in June 1961.

New orders in the consumer goods industries, on the other hand, declined only slightly during 1962. However, the increase in production was greater than the increase in orders, resulting in a net reduction in unfilled orders.

The relative strength of the consumer goods industries reflects the gradual increase in private consumption and higher mass incomes, and was accompanied by a growth in retail turnover. The demand for durable consumer goods—particularly for electrical engineering products—has risen less than the average and in some cases has actually declined.

The dullness in the market for radio, television and sound-reproducing appliances continued during 1962, and there was a marked flattening of the previously rapid rise in demand for washing machines. Inventories held by retail traders at the end of 1962 were 34% higher than a year earlier. The largest increase—39%—took place in the inventories of shops selling household goods and furnishings, including electric appliances.

Since average retail sales increased by only 18% in 1962, retail establishments may limit their orders to prevent further inventory accumulation.

The German backlog of orders for export decreased during 1962, although actual exports were somewhat higher than in 1961. Exports by the mechanical and electrical engineering industries were greater than new orders, while the opposite was true for the vehicle and consumer goods industries. The German Federal Bank suggested that the modest increase in exports during the last quarter of 1962 may have been caused by shorter delivery periods which accompanied the reduction of order backlogs in Germany's main export industries.

Buying industrial goods

German imports which were 9% higher during the fourth quarter of 1962 than in the corresponding period last year, were sparked by an increasing demand for industrially produced semi-finished and finished goods and by increased imports for government account. Imports of agricultural products were lower in 1962 compared with the unusually high imports following the poor 1961 harvest. Raw material imports during the fourth quarter continued their downward tendency.

Retail prices moved upward at the end of 1962, largely because of higher agricultural prices affected by the unseasonably cold weather and higher import prices, which were increased officially in accordance with market arrangements of the European Economic Community. In the industrial sector, food industry products showed a seasonal increase, and

Viet-Nam Directory

The 1962-63 edition of the Viet-Nam Industrial and Commercial Directory has been received by the Far Eastern Division of the Bureau of International Commerce, and is available for inspection by interested American firms.

The Directory is published in 3 languages — English, French, and Vietnamese—and contains: addresses of all government agencies, business and labor organizations; a list of firms in alphabetical order and by field of activity; a list of importers and exporters in alphabetical order and by categories of products handled; an alphabetical list of representatives and agencies of foreign firms; a list of foreign firms represented in Viet-Nam, by countries; a list of foreign firms desiring to enter into commercial relations with Vietnamese firms; a list of firms by provinces; and finally an alphabetical list of foreign brand and trade names represented in Viet-Nam.

traditional consumer goods products continued their upward movement while capital goods were stable or declined slightly.

Although the demand for labor continues to exceed the supply, there are indications that the disparity is lessening somewhat and that the mobility of workers is increasing. Except in the automotive industry, where employment increased by 15% in 1962, the increase in the number of wage and salary earners was almost exclusively in the non-industrial sector: building and the service industries, such as trade, banking, insurance and government.

There is a gradual tendency toward shorter working hours. In industry, the number of hours worked per week in August, the latest month for which data are available, was 38.5 as compared to 39.5 in August 1961. Average hourly earnings of industrial workers continued to increase, by an annual rate of almost 11%, counteracting the effect of the shorter work week and bringing a net increase of 10.4% in annual gross wages and salaries.

The German Federal Bank expressed concern that the continuing cost inflation and the resultant higher level of prices might make it more difficult for German industry to maintain exports and meet foreign competition.

Outlook bright

Current indications are that economic developments in the Federal Republic of Germany will be generally favorable during 1963. Trade in industrial products between the Federal Republic and the U.S. is expected to increase; however, some exporters of U.S. agricultural products may have trouble maintaining their position in the German market. Further details on economic developments are available in 1962's *Economic Developments in the Federal Republic of Germany and West Berlin, 1962*, Overseas Business Reports, No. 63-59 of March 1963.

British exports, imports of photo products gain

British exports of photographic products increased 15% in 1962 while imports gained 3.4%, compared with 1961.

The 1962 exports were reported at $68.1 million, imports at $56.7 million.

Detailed statistics of British imports and exports of photo products for 1961 and 1962 are available from the Scientific, Photographic and Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C.

Record world steel output in '62; Soviet production passes ECSC

U.S. output up slightly; share of total world production shrinks; shipping strike sharply curtailed January's U.S. trade in steel

World steel output hit a record high of 382.9 million net tons in 1962, 7.9 million tons (2.2%) above 1961 production. These figures do not include Communist China's output, which is estimated at 20 million tons in each of the past 2 years.

The U.S. output of 98.3 million tons was slightly higher than 1961. Although still the largest steel producer, this country accounted for only 25.7% of world output in 1962, compared to 46% a decade earlier. U.S. production is expected to reach about 101 million tons in 1963, making it the best production year since the 112.7 million tons of 1957.

Russians miss goal

The USSR's steel output continued its steady rise, reaching 84.1 million tons, an increase of 6.2 million tons (7.9%) over 1961. However, this fell short of the 84.8 million ton goal set for 1962 by the Soviet Economic Plan. Russia surpassed the European Coal and Steel Community (ECSC) for the first time.

ECSC production of steel ingots fell to 80.1 million tons, 625,000 tons less than 1961 and slightly under the 1960 figure. Production gains in the Benelux nations and Italy failed to offset declines in West Germany and France.

Japan, with an output of 30.4 million tons, remained the world's 4th largest producer despite a 2.4% decline. U.K. production showed the largest drop, falling 7.1% down to 22.9 million tons.

Canada produced 7.1 million tons, a 9.1% increase over 1961. Canadian steel production has virtually doubled over the past 10 years.

Strike cripples trade

Imports and exports of steel mill products dropped sharply in January, due primarily to the shipping strike which tied up East and Gulf Coast ports for more than a month.

January imports of steel mill products totaled 234,000 tons, 77,000 tons or 24.8% lower than the December figure. The principal items affected were wire rods, concrete reinforcing bars, and pipe and tubing.

Steel mill product exports in January totaled 53,000 tons, down 113,000 tons from December. There was a marked decline in almost every product classification.

Crawford H. Greenewalt
Photo by Karsh, Ottawa

du Pont head represents U.S. at 'America Day', Lyon fair

Crawford H. Greenewalt, Chairman of the Board, E. I. du Pont de Nemours & Company, will represent the United States at "America Day" ceremonies tomorrow (April 2) at the Lyon (France) International Trade Fair.

Fifty U.S. firms from 16 states will display their products at the Lyon fair that closes April 8. This is one of three merchandising exhibitions being staged overseas this spring by the Commerce Department's Bureau of International Commerce. The first closed March 19 at Utrecht, the Netherlands; and a third is scheduled for June 1-20 at Barcelona's International Samples Fair.

The new commercial trade fair program, authorized by the Congress last year, offers industry an opportunity to enter trade fairs solely on the basis of their sales potential for U.S. goods.

The Lyon Fair is an annual event and the second largest trade fair in France. The U.S. displays include a wide range of consumer goods and industrial equipment.

Textile firm asks extension of S.F. Foreign Trade Zone

Interested parties should submit views by April 22; can request a public hearing be conducted

The San Francisco Port Authority has filed an application with the Foreign-Trade Zones Board to expand the facilities and operations of Foreign-Trade Zone No. 3 in San Francisco, California.

The proposed expansion would include about 22,760 square feet within a 4-story building at 355 Treat Street, San Francisco, located 2.3 miles from existing zone facilities at 33 Berry Street, according to the Bureau of International Commerce.

These additional facilities are intended to enable the Lilli Ann Corporation to conduct a manufacturing operation in a foreign-trade zone area where semi-finished and finished clothing will be produced from woven woolen cloth, chiefly imported.

A foreign-trade zone is a controlled area into which all legal categories of foreign and domestic merchandise may be brought without being subject to U.S. customs laws governing the entry of goods or the payment of duties. In the zone this merchandise may be stored, handled, displayed, used for processing and manufacturing, and subsequently imported into the U.S. or shipped abroad.

Foreign merchandise, when transferred from a zone into the U.S. is subject to customs duties, but not if reshipped abroad. Other zones are currently operating in New York, New Orleans, Seattle, Toledo, and at Mayaguez and Penuelas in Puerto Rico.

An Examiners Committee has been appointed by the Executive Secretary of the Foreign-Trade Zones Board to investigate the application and report to the board for final action. Interested parties are invited to submit their views regarding the application on or before April 22. 1963, to: C/O Examiners Committee. Executive Secretary, Foreign-Trade Zones Board, Room 1513, U.S. Dept. of Commerce, Washington 25, D.C.

They may also request that a public hearing be conducted on the application.

General plans showing the location of the proposed zone facility and other pertinent information may be examined at the office of The Executive Secretary of The Board in Washington, D.C., or at The Office of The Collector of Customs in San Francisco.

Alliance loan helps Ecuador finance economic surveys

$2 million will pay for studies of various economic sectors

Economic and engineering studies to determine the feasibility of private and public projects will be undertaken in Ecuador through a $2 million Alliance for Progress loan to assist the Government in financing surveys by qualified consultants.

Studies for specific projects will include transportation, irrigation, electric power, development of mineral properties, agriculture and livestock development and food processing.

A number of specific projects for feasibility surveys have been suggested by the Government of Ecuador, including: an access road from the banana growing area of Quevedo-Santo Domingo de Los Colorados to the port at Bahia de Caraquey; irrigation and hydroelectric surveys at three locations; development of a livestock credit system; establishment of a molasses processing plant; financing for a plant to build prefabricated wooden houses; and a silo program.

Other projects under consideration include lumber processing possibilities; distribution of small mechnical sawmills to cooperatives; production of paper and pulp; manufacture of wallboard and construction panels; processing and canning of tropical fruits; assembly of small electrical appliances and agricultural equipment, and other manufactured items.

The emphasis in the program is on those sectors of Ecuador's economy with the highest development opportunities and primary needs—utilizing the country's natural resources and local market

British firm and 2 traders denied U.S. export rights

Sent synthetic rubber ingredients to USSR despite U.S. warnings

Leopold Charles & Co., Ltd., a London import-export firm, and 2 individuals associated with the company, have been denied all U.S. export privileges for illegal shipment of U.S.-origin chemicals to a Soviet bloc destination.

The Bureau of International Commerce's denial order, dated March 11, 1963, will be in effect for the duration of U.S. export controls, but permits the British firm to apply for restoration of export privileges after December 10, 1965.

The individuals named in the order are Charles Lefton, a director of the firm, and P. Dorling, a responsible employee, both of London. The firm is also sometimes known as Charles Leopold & Co., Ltd.

The denial order is based on a 1962 transaction involving sale and shipment of 2 chemicals used in the manufacture of synthetic rubber—lauryl mercaptan and the trademarked Chlorowax 70, together valued at about $8,000.

The U.S. supplier informed the British buyer that U.S. Export Control Laws require a specific export license for transshipment of the goods to an East European country. The British firm said the shipment was intended for a West European destination and requested that the goods be sent to Rotterdam for transshipment to London.

Despite the company's assurances and destination control notices on the bill of lading and the supplier's commercial invoices warning against shipment to Soviet bloc destinations, Leopold Charles promptly transshipped the U.S. commodities to its USSR customer.

Under the terms of the Bureau's denial order, the company, its named individuals and any others which are or become associated with them in the conduct of trade, are prohibited from engaging in any transactions involving U.S.-origin goods or technical data.

Nicaragua unifies exchange rate, with cordoba freely convertible at official rate of seven to $1

Central Bank board of directors is authorized to establish and modify lists of importable items in light of country's needs

Nicaragua, revising its regulations on foreign exchange, has established free convertibility of the cordoba. The implementing decree became effective March 1, the U.S. Embassy in Managua reports.

The cordoba now is convertible for all international transactions at the official rate of 7 cordobas to the dollar. The Central Bank of Nicaragua, designated as the buyer and seller of foreign exchange, may authorize agents for this purpose, including banks, commercial establishments and private persons. It can set prices for the purchase or sale of foreign exchange which may be up to 1% below the official exchange-rate for dollar purchases or 1% above the rate for dollar sales. All other foreign currency rates will be determined by the relation of the particular currency to the U.S. dollar.

Establishment of free convertibility eliminates the small "free-exchange" market which has operated with fluctuating exchange rates, averaging about 7.30 cordobas to $1. This free market has accounted for only a very small percentage of foreign-exchange transactions, largely related to "invisible" transactions. Some free-merchants are still in operation because of the convenience they afford to buyers and sellers, but it is not clear that they will be able to continue on their present low level of profit per transaction. Commercial banks are now buying dollars at 7 cordobas to $1 and selling at 7.0875 cordobas to $1. This selling rate includes a ½% transaction tax.

Licenses not required

With regard to visible imports, the Board of Directors of the Central Bank is empowered to establish and modify lists of importable items on the basis of national needs. The Bank may also require prior-deposits to be deposited in authorized banks before shipment. Until the Central Bank announces new lists and prior-deposit requirements, those now in existence remain in force.

For all imports (government institutions exempted) import declarations must be filed on forms to be prepared by the Central Bank. For imports requiring prior-deposits, this declaration must be accompanied by proof of prior-deposit as part of the application for the purchase of foreign exchange from the Central Bank. Previously, an import permit issued by the Central Bank was required for all imports. For items classified in the lesser-essentials and non-essentials lists a prior deposit of 40 and 100% of the cost, insurance, and freight value, respectively, has been required before issuance.

Proof

No merchandise may be brought into the country unless the importer presents proof to Customs that he has paid for the merchandise or has accepted the charges if it is a credit transaction.

These requirements are not applicable to samples of merchandise valued at no more than $200 or to gifts, replacements for lost or damaged imports previously covered by an import permit, gifts valued at $50 or less, baggage and personal effects of persons entering the country, and advertising matter of no commercial value.

Unregulated exports

All exports not regulated by law or treaty can be freely exported if paid for in U.S. currency or money freely convertible into U.S. currency. Exporters of such products must file an export declaration with Nicaraguan Customs under procedures to be established by the Central Bank. Re-exportation of imported products is subject to the same regulations.

To maintain equilibrium in the balance of payments and assure satisfactory operation of the new law, the Central Bank will determine commercial banks' credit policies and may direct the Government's credit policies.

Holders of *Licensing and Exchange Controls . . . Nicaragua*, World Trade Information Service, Part 2, No. 59-67 should amend their copies accordingly.

Algeria: interim surtax

Imports into Algeria, including those from the franc zone, have been subject since February 20 to a "temporary" 3% ad valorem surtax which will remain in effect until new schedules are decreed.

All imports directly in transit to Algeria before February 20 are exempt, as are certain categories such as staple foodstuffs, minerals, antibiotics, books and periodicals, and machine and automotive spare parts.

The Government's decree states that the surtax was deemed necessary to cover a budgetary deficit that would have resulted from delay in putting new tariff schedules into effect.

Concrete reinforcing bars pay new Costa Rican duty

Costa Rica has imposed an additional import duty on concrete reinforcing rods of iron or steel, effective Feb. 13, 1963, according to *Diario Oficial*.

Concrete reinforcing rods measuring ¼ inch to 1½ inches in diameter, 681-04-00-01, must pay an additional duty of .63 colon per gross kilogram plus 12% ad valorem, cost, insurance, and freight value, as well as current duties of .21 colon per gross kilogram plus 4% of c.i.f. value.

The new tax serves to protect the local firm of Aceros Nacionales Ltda.

ARGENTINA: REFUNDS

Argentina has provided a flat 12% refund (based on freight-on-board value) to exporters of "non-traditional" items (Decree No. 1127, Feb. 11, 1963).

This refund is intended to correspond to the amount of internal taxes collected on the export commodities involved. The purpose is to stimulate exports of goods other than those of traditional importance.

Nicaragua shifts steel, aluminum import tariffs

Items of both metals subject to increases, some reduced

Nicaragua has increased import duties on angles, shapes, and sections, galvanized sheets and plates of steel, and aluminum sheets and plates, according to *Diario Oficial*.

Duties on angles, shapes or sections, finished and perforated (Dexion metal, except for building construction) of iron and steel, 681-04-00-01, are now 2¢ per gross kilogram plus 20% of cost, insurance and freight value. Previous duty on these items was 1¢ per gross kilogram plus 10% of c.i.f. value.

Rates on "Universals," plates and sheets, smooth, uncoated, of iron or steel, 681-05-00-01, have dropped to 1¢ per gross kilogram plus 5% of c.i.f. value from previous duties of 1¢ plus 20%.

The tariff on galvanized steel plates and sheets, 681-07-02, has been set at 5¢ plus 15% as against the previous level of 2¢ plus 10%.

Plain sheets and plates of aluminum, 684-02-03-01, are dutiable at 2¢ per gross kilogram plus 5% while perforated, corrugated, and other forms of sheets and plates of aluminum are subject to a tariff of 15¢ plus 15%. Previous duties for all aluminum sheets and plates were 4¢ plus 20%.

The new rates, imposed for the benefit of local producers, correspond to duties agreed upon in the Protocol of San Jose, July 23, 1962. The Protocol is the latest step in the creation of a Central American common external tariff (INTERNATIONAL COMMERCE, Mar. 18, 1963, p. 4), but has yet to be ratified by the countries involved.

AUSTRIA: FOOD DUTIES

Austria's Ministry of Finance has extended a waiver of import duties on oranges and fish canned in olive oil until June 30. The Government has also announced permission for duty-free importation of 100 railroad carloads of eggs, due to the short supply of this commodity, the U.S. Embassy in Vienna reports.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Gabon economic plan to be aided by bond issues

Gabon has authorized the issuance of "Equipment Bonds" to provide funds for implementing the Government's development plan, the U.S. Embassy in Libreville reports.

The 2-year maturity bonds will be tax-free and pre-discounted for the interest of 3.5%. The initial issue is limited to 600 million CFA francs (about $2.4 million).

Banks and postal checking accounts are required to subscribe 10% of deposits received in Gabon to the new bonds.

Requirement

All persons and firms subject to Gabonese business taxes are also required to devote a part of their profits, after taxes, to bonds purchases. The percentage for 1963 has been set at 10%. At maturity, the bonds can be cashed only by holders who have undertaken "acceptable" investments in the industrial, forestry, agricultural, or construction sectors of the economy.

Holders who do not qualify for cash repayment at the end of the initial 2-year period will receive interest-bearing obligations of 10-year maturity in an amount equal to the value of their original bonds. The rate of interest to be paid on the 10-year bonds has been fixed at 1.5% per year.

BELGIUM: POULTRY IMPORTS

Belgium has extended until the end of 1963 its waiver of regulations requiring a metal wing-tag to be affixed to imported frozen turkeys and other slaughtered poultry, the U.S. Embassy in Brussels reports.

These may now be imported into the country in plastic packaging indicating the country of origin and bearing the U.S. Department of Agriculture seal.

EEC states prepare steps for easier capital flows

Liberalization of capital flows throughout the European Economic Community (EEC) will be the goal of implementing steps which member states are to take under a Council of Ministers directive going into effect on April 22. According to the Rome Treaty, EEC members must progressively abolish restrictions on capital movement during the transitional period.

The first Common Market directive on capital movements was issued in 1960, and the latest directive requires: complete liberalization of purchases and sale of stocks and shares throughout the Community, complete freeing of capital movements for emigrants, liberalization of all financial transactions connected with the supply of services, and freeing of transfer of frozen accounts and of author's rights and patents.

As one effect of the new directive, Italy is preparing regulations which will permit individuals to purchase foreign securities.

Full texts of the EEC Council directives may be found in the *Journal Officiel des Communautes Europeennes* (printed in the 4 official Community languages). The first directive appeared July 12, 1960, and was modified by the second, published Jan. 22, 1963.

Belgium moves towards 45-hour legal workweek

Belgium's Ministry of Labor has introduced a bill in Parliament to lower the legal workweek to 45 hours, the U.S. Embassy in Brussels reports.

The 45-hour week is already nearly universal in Belgium, but the legal ceiling on working hours (established in 1921) is still 48 hours per week and 8 hours per day. Very few Belgians today—only an estimated 200,000—have a regular workweek beyond 45 hours. Nevertheless, overtime is paid only after 48 hours of work.

Under the new law, overtime rates would start with the 46th hour worked and would be kept the same as at present —at least time-and-a-quarter for the first 2 hours of overtime, at least time-and-a-half for work past 2 hours of overtime, and at least double-time for work on Sundays and national holidays.

Labor and management regard the proposed law as a spur to further reduction of the workweek to 42 hours or less through collective bargaining agreements.

Many Mexican businessmen interested in assistance from U.S., Mission finds

First report cites requests for joint ventures, licenses or capital for electrical appliances, toys, footwear, synthetic dyes, metal furniture, hydraulic equipment

Also pinpointed are plastic window panels, neon signs, varied mechanical, chemical or electrical products

The first U.S.-sponsored Industrial and Machinery Mission to Mexico visited that country from February 16 through March 16 and uncovered many investment openings for American firms.

Descriptions of the initial group of openings for joint ventures, capital or manufacturing licenses appear here. These cover many varied consumer and industry products and types of equipment.

U.S. firms interested in any of these openings are requested to show the identifying 2-digit reference number following the Mexican company's address on any correspondence concerning an opportunity.

2000 Food products

A retired American businessman with substantial capital wishes to establish a joint venture in Mexico with a U.S. manufacturer to manufacture food products.

Write to Louis J. Wise, Anatole France No. 71, Col. Polanco, México, D.F. (Ref. 12)

2042 Animal feeds

U.S. capital or a licensing arrangement is being sought by a producer of animal feeds and veterinary supplies in order to expand his operations and product line.

Write to Phillips Veterinaria, S.A., Av. 16 de Septiembre No. 99, San Bartolo Naucalpan, Edo. de Mexico, México 13, D.F. (Ref. 18)

2514 Metal household furniture

As established manufacturer of metal household furniture and general hardware seeks $40,000 U.S. capital to expand sales operations to Central and South America.

Write to Amros, S.A., Mar del Norte No. 79, México, D.F. (Ref. 33)

2815 Synthetic orgnaic dyes

A wholesaler of imported aniline dyes, who recently founded a separate company to manufacture special dyes for acetate fibers, wishes to obtain a licensing agreement with a U.S. firm with know-how in this field.

Write to Intex, S.A., Monrovia 706, México 13, D.F. (Ref. 46)

3021 Rubber footwear

Small firm producing tennis shoes (crepe-soled fabric-top moccasins), with good distribution facilities in Mexico City, wishes to sell business or establish a joint venture to manufacture larger variety of footwear.

Write to Tennis, S.A., Calzada de Guadalupe No. 288-D Col. Vallejo, México, D.F. (Ref. 53)

3079 Miscellaneous plastic products

Textile firm seeks to diversify production through a U.S. licensing agreement for the manufacture of plastic window panels, doors and sandwich panels.

Write to Ing. Salomon Bayon, José Maria Perredo 615-602, México 10, D.F. (Ref. 31)

3312 Building structural components

Firm producing iron and steel structures seeks U.S. joint-venture partner to manufacture building construction components.

Write to Estructuras Fabriles, S.A., Av. Insurgentes Sur 132-303, México 4, D.F. (Ref. 60)

3433, 3585 Heating apparatus, industrial refrigerators

Manufacturer of steel office furniture and standard gas-fired water heaters wants to make commercial refrigerators and instantaneous-type gas-fired heaters under license. Plant is equipped with press brakes, shears, presses, seam and spot welders and employs 225.

Write to Productos Rogil, S. A., Lerdo No. 321, México 3, D.F. (Ref. 29)

3540 Metalworking machinery, equipment

A consortium of engineering, manufacturing and selling firms in the metalworking field is interested in a licensing arrangement to manufacture automotive, electronic and food-processing products. Affiliates of the consortium have equipment for shearing, rolling, welding, stamping, milling and forming operations. Now produce chassis parts, auto gas tanks, frames, housing, ovens, ducts and stampings.

Write to Industrias Pro Metal, Ave. M. Escobedo 491-403, México 5, D.F. (Ref. 50)

3548 Metalworking machinery

Small manufacturer of heavy machinery seeks U.S. partner to manufacture tools used in the assembly of automotive vehicles on a joint-venture basis.

Write to Nuga, S.A., Ave. Ricarte No. 489, Col. Lindavista, México, D.F. (Ref. 32)

3551, 3566 Hydraulic generator sets, clutches, except auto

A well-equipped machine shop which makes industrial valves seeks diversification in products for industrial application such as clutches and hydraulic equipment on a joint-venture or license basis.

Write to Equipos de Calidad S.A. de C.V. San Nicolas y Fulton, Tlanepantla, Edo. de Mexico, México, D.F. (Ref. 27)

3559 Chemical machinery, equipment

A manufacturer's representative for mining machinery wants to diversify his line to include desalinization and chemical-processing equipment. Is in a position to serve small-scale chemical manufacturing plants established in Mexico. Reportedly, he also has sufficient know-how and credit to organize and manage a small chemical process industry on behalf of a U.S. licensor.

Write to Empresas Unidas, Dolores No. 17-901, México 1, D.F. (Ref. 40)

Manufacturer of mechanical, electrical and chemical products is seeking a joint venture or licensing arrangement with a U.S. producer of similar products. Firm is staffed with European and American technicians and is also organized to handle sales and distribution of its products.

Write to Madreyfus, S.A., Sabino 225, México 4, D.F. (Ref. 59)

3569 Labeling machines

U.S. capital amounting to $40,000 is sought for expansion purposes by a manufacturer of multi-purpose and color labeling machines used on metal, plastic, wood, leather, paper and cloth products. A joint venture is envisaged.

Write to Aparatos Mecanicos y Electricos, S.A., Alvaro Obergon 166-A, México 7, D.F. (Ref. 21)

3611 Electric measuring instruments, test equipment

A manufacturer's representative for electrical instruments seeks to establish a plant for the domestic production of such instruments on a joint-venture basis.

Write to Dalma Comercial, S.A., Plaza Santos Degollado No. 10-104, México, D.F. (Ref. 36)

3634 Electric appliances

A joint venture is sought by an established manufacturer of electrical household appliances so as to expand its product lines

in the household field or through other products requiring manufacturing facilities used for appliances, including universal subfractional induction motors.

Write to Industrias Rosco, Napoles 85, México 6, D.F. (Ref. 37)

3941 Toys

A metal toy manufacturer whose plant has light metal forming, shaping, and turning equipment and an assembly for plastic, rubber or other elements wishes to establish a joint venture, for expansion purposes, with a U.S. firm.

Write Industrias Estrella, S.A., Lecumberri No. 20, México, D.F. (Ref 20)

3993 Neon signs

A producer of neon and illuminating signs wishes to establish a joint venture or licensing arrangement to manufacture illumination and advertising lighting equipment which is more technically advanced than that it now produces.

Write to Neon Anunciadora de Mexico, S.deR.L., Manuel Maria Contreras No. 73, México 4, D.F. (Ref. 45)

5062, 5065 Electrical merchandise, electronic parts

Manufacturer of mechanical, electrical and chemical products seeks a joint venture or licensing arrangement with a U.S. producer of similar products. Firm is staffed with European and American technicians and is also organized to handle sales and distribution of its products.

Write to Madreyfus, S.A., Sabino 225, México 4, D.F. (Ref. 59)

Industrial sites offered by city in Netherlands

The City of Zaandam, located about 10 miles north of Amsterdam, has 145 acres of industrial sites available.

Most of these sites are accessible to oceangoing ships and have good road and railroad connections.

For additional information, write to the Information Department of Zaandam, Ged. Gracht 79, Zaandam, the Netherlands.

Chilean fishing industry development proposed

A Chilean firm plans to develop a fishing industry in that country. In order to do so, it is looking for financial and technical collaboration from U.S. sources.

The company is also interested in getting in touch with U.S. manufacturers of fish-processing machinery and equipment.

Write to Mr. Daniel Valdivieso, Vice President, IMITRA (Importaciones, Informaciones, Tramitaciones), Ahumada 254, Officina 1203, Santiago, Chile.

U.S. know-how, capital asked by firms in Australia, Denmark, France, Spain

Opportunities open in printing inks, pharmaceutical specialties, electrical appliances, packaging machinery, margarine, varied metal fabrications, plastic articles

Australian, Danish, French and Spanish firms are interested in obtaining U.S. licenses or capital in order to manufacture chemical products, electric household appliances, fabricated metal and plastic items, margarine or packaging machinery.

Chemical products

Australia. Manufacturer of printing inks seeks license for all types of printing inks, especially rotogravure and flexographic. Intaglio Pty., Ltd., Sirius Rd., Lane Cove, New South Wales.

Denmark. License sought to produce newly developed pharmaceutical specialities. A/S Dumex, 37 Prags Blvd., Copenhagen S, Denmark.

France. Manufacturer of specialties and chemicals for the pharmaceutical industry seeks licensing rights on U.S. medical and pharmaceutical specialties. Poinet & Girard, S.A.R.L., 30 rue des Francs-Bourgeois, Paris 3e.

Electric household appliances

France. Electric water heater manufacturer seeks license to produce electrical household appliances. Ets. Lemercier Freres, 28 rue Fermand Pelloutier, Clichy (Seine).

Manufacturer of electric radiators and small household electrical appliances seeks household appliances. Société P.R.L., 102 ave. Jean Juares, Pantin (Seine).

Fabricated metal, plastic items

Australia. License sought to make tubular and sheetmetal products that can be manufactured on a tube-bending machine, brake press or roll-forming machine with a capacity up to 16 inches. Norlin Products Pty., Ltd., 28-32 Exceller Ave., Bankstown, New South Wales.

France. Manufacturer of cocks and taps, check valves, shut-off and safety valves, quick type couplings and vents of various types seeks license to make similar but noncompetitive equipment. J. Perolo & Cie, 69 rue des Macons, Blaye (Gironde).

License sought for the production of household articles made of steel sheets, stainless steel, aluminum, galvanized or painted steel sheets or plasticized plates; and automatic feeders for pigs, garbage cans and articles used in breeding cattle and poultry. Ateliers de Construction et de Galvanisation de Rosult, Rosult par Saint-Amand-les-Eaux (Nord).

American licensing rights are sought to manufacture plastic or metallic articles made by injection molding, cutting, embossing or punch pressing. ECRIM, 9 rue Clothilde Caillard, Montreuil (Seine).

Margarine

Spain. Margarine manufacturer seeks U.S. capital investment and/or machinery in order to increase the output and improve the quality of his product as well as to produce new types of margarine. Ricardo Fuentes Robledo, Toledo 122, Madrid 5.

Packaging machinery

France. License sought to manufacture packaging machines by producer of packaging and marking machinery. E.D.B.I. Bignines, S.A.R.L., 78 rue de Varenne, Paris 7.

Aid for investors

Some of the investment opportunities in developing countries published here each week may be eligible for financial assistance. This assistance is available to American investors under the programs administered by the Agency for International Development (AID).

The AID programs cover investment surveys, investment guaranties and loans in both dollars and local currencies.

More detailed information on financial assistance and the many services offered by the Department of Commerce is available in *Aids to Business (Overseas Investment)*, reviewed in the January 28th issue of *International Commerce*, page 40.

The informative 46-page booklet is available at 25 cents a copy from The Superintendent of Documents, Government Printing Office, Washington 25, D.C.

Request the booklet by title and identification code as follows: *Aids to Business (Overseas Investment)*, Code S18.2:B96.

A 25% discount is allowed on orders of 100 or more copies going to the same address.

New Zealand invites bids for phototelegraphic units

The Director-General (Stores Division), General Post Office, Wellington, New Zealand, is inviting bids for the supply and delivery of one phototelegraphic transmitter and one phototelegraphic receiver for transmitting and receiving half-tone pictures over both wire systems and radio circuits. This equipment will comply with CCITT recommendation T1. Procurement includes one converter AM to FM and one converter FM to AM, both for use in association with phototelegraphic terminals. Tenderers are to state whether they are willing to supply, in whole or in part, against their import license. Bid deadline under tender G.P.O. 150/7370 is April 30.

Copies of tender documents and specifications are available from the New Zealand Senior Trade Commissioner, 1145-19th St. NW., Washington 6, D.C. Interested U.S. firms may review the specifications and bidding instructions in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

Radio broadcast transmitters needed by Cambodian agency

The Ministry of Information, Government of Cambodia, Phnom Penh, is planning to buy a 1410-kc. medium-wave broadcast transmitter and a 6090-kc. short-wave transmitter—each of 100 kw. capacity—equipped with antennas, emergency generators, spare parts, tools, measuring and control devices, and other accessories necessary for installation and operation before the end of 1963, and for maintenance and repair for at least 2 years.

The equipment must be designed for operation in a tropical country, and the medium-wave transmitter must be able to reach all parts of Cambodia. Engineers will have to be assigned by the manufacturer to supervise installation and instruct local technicians in the operation and maintenance of the equipment.

Film, paper coating plant requested by firm in India

U.S. firms in a position to supply a pilot film and paper coating plant are invited to contact Hindustan Photo Films Manufacturing Co., Ltd., P.O. Box 27, Ootacamund, Nilgiris District, Madras, who are interested in receiving quotations.

Specifications for the plant are available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675).

Australian Government seeks power cable, installation

The Electricity Commission of New South Wales, Australia, has opened for bidding, the manufacture, testing, supply, delivery and laying of 132-kc. power cables along with multicore low-voltage pilot cables and accessories. Tenders close at 3 p.m. April 16.

The project will complete a line 5.1 miles long between Willoughby substation and the East Lindfield overhead/underground transition point.

Tender documents are available under specification No. 1364 from the above mentioned commission, Kelvin House, 15 Castlereagh St., Sydney, N.S.W., Australia for $22.50 per set. The cost is refundable on receipt of a bona fide tender. Value of the contract has been estimated at up to $1 million.

Copies of the tender documents are available on short loan to firms located within the U.S., from the Copper Division, BDSA, Room 4806, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2162.)

Korean Government to buy telephone equipment

Bids are invited by the Government of the Republic of Korea for the supply of telephone and electrical equipment under tender KFX-3019-S, to cost $70,985. Included in the tender are 4,700 floodlights of various sizes; a telephone carrier system of terminals, repeaters, line filters, and associated equipment; an ultrasonic rail tester; and a strowger type private automatic branch exchange.

Tenders must be submitted by April 20 to the Supply Office, Government of the Republic of Korea, Seoul. A copy of the specifications is available on loan from the Communications Industries Division, BDSA, Room 4805, Department of Commerce, Washington 25, D.C.

Radio telephone equipment needed in Philippines

The National Power Corp. of the Philippines requests bids for the supply and delivery of single side band radio telephone equipment for the Corporation's hydroelectric plants in the Philippines. Bid deadline is April 15.

Copies of instructions to bidders, specifications, and bid forms are available at the office of the National Power Corp., 161 Bonifacio Dr., Port Area, Manila.

Equipment requested by Iraq for cobalt treatment center

The Cobalt Technical Committee (Atomic Energy Commission), Ministry of Industry, Baghdad, Iraq is offering tenders for the supply and installation of electrical equipment, laundry and sanitary equipment, 2 passenger elevators, and the heating, ventilating and air conditioning systems for the Cobalt 60 unit project in Baghdad.

Bid deadline is April 11. Two copies of the tender document and one set of drawings can be obtained from the accountant of the Atomic Energy Commission, Schalchiya, Baghdad West, Iraq, for $56 plus $3 for air mail charges from Baghdad to the U.S.

Although the tender is expected to be awarded to Iraqi contractors, potential sales opportunities for the required equipment are said to exist. Estimated value of the 4 contracts to be awarded in this tender is $350,000.

Architect for the Cobalt 60 unit project is Said Ali Madhloom, Mirjan Bldg., South Gate, Baghdad. The mechanical and electrical engineering is by Hickmet Shaban & Associates, Mechanical—Electrical Consulting Engineers, Aqrawi Bldg., Baghdad.

A copy of the tender document containing terms and specifications, but not the drawings, is available for review in the General Industrial Equipment and Components Division, BDSA, Room 4022, Department of Commerce, Washington 25, D.C.

Construction project set at University of Nigeria

A hotel, conference wing, and kitchen/dining facilities are to be built at the University of Nigeria at an estimated cost of $850,000.

Plans and specifications are available for inspection at any of the following locations:

Lewis J. Sarvis Associates, Battle Creek, Michigan, attention: Gordon A. Belson, Project Architect.

Office of Chief Engineer, U.S. AID, Bank of America Bldg., Lagos, Nigeria.

G. A. Hanscomb Partnership, 2116, 5 Williams St. Lagos, Nigeria.

Bid deadline is May 1. Bids will be received by USAID Conference Room, Bank of America Bldg., Broad St., Lagos.

Bids invited by Cyprus for construction of dams

Bids are invited for construction of two dams in Cyprus, one at Pomos village and the other at Ayia Marina in the Paphos district.

Technical details and instructions may be obtained from the Irrigation Section, Water Development Dept., Nicosia. Contract documents may be obtained for $112.50 from the Department or the consultants—Energoprojekt, Belgrade, Yugoslavia.

Bids may be submitted to the President of the Tender Board, Ministry of Finance, Nicosia, until April 24.

Equipment needed for power project in Australia

The Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh St., Sydney, N.S.W., Australia (Box 5257 G.P.O.), requests bids for contract 1130/2 for the supply and erection of instruments, panels, and control equipment for two 350-MW reheat boilers at the Munmorah Power Station; also contract 1131/8, for similar equipment for two 350 MW turbogenerators. Bid deadline is May 27.

Specifications may be obtained from the above address for $22.50 a set for each contract, including postage. Joint tenders for the two contracts will be welcomed by the Commission. Specifications may be reviewed in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D. C. (WO-7-4242.)

Radio-telephone equipment required by Morocco

Ministere des Postes, des Telegraphes et des Telephones, Services Techniques, Rabat, Morocco, is inviting bids for the supply and installation of radio-telephone circuits to provide communication between Oued-Zem, Khouribga, Kasba Tadla, and Casablanca. FM radio transmitting and receiving apparatus will be used with transistorized multiplex equipment capable of handling 60 simultaneous communications.

Closing date for bids is April 13. Copies of the tender documents and specifications, in French, are available for review in the Electronics Division, BDSA, Room 4125, and the Communications Industries Division, Room 4803, Department of Commerce, Washington 25, D.C.

Radio station equipment needed by Iraqi agency

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Republic of Iraq, is inviting bids on behalf of the Directorate General of Posts and Telegraphs, for the supply of a 10-kw. independent side band transmitter (4-27.5 mc), 2 5-kw. telegraph transmitters, 2 teleprinter distortion measuring sets, 4 ISB radiotelephone receivers, 1 frequency spectrum analyzer, 1 frequency counter, 1 transmission test set, 5 double diversity HF telegraph receivers, 2 transmission test sets, 2 6-channel VF telegraph equipment, 1 cathode ray oscilloscope, 4 1-kw. HF telegraph transmitters, and 4 radiotelephone terminal units.

Closing date for bids under tender 8/63 is May 19. Interested firms may review the tender forms and specifications in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

Bids requested in Morocco for geophysical survey

The Government of Morocco is inviting tenders for a geophysical survey in the Basins of the Upper and Middle Moulouya, Itzer-Enjil and Guercif regions, using gravimetric, magnetometric and seismic echo procedures. Interested firms should supply references no later than April 12 to the Directeur des Mines et de la Geologie, in Rabat.

Bid deadline for tenders is April 26. Copies of tender notice with plans (in French) may be obtained on a loan basis by firms located in the U.S. from the Miscellaneous Metals and Minerals Division, Room 4213, Department of Commerce, Washington 25, D.C. (WO 7-2421).

Australia to build pipeline, catalytic re-forming plant

Proposed expansion by the South Australia Gas Company involves construction of a 17-mile, 10" high pressure, steel pipeline capable of carrying 20 million cubic feet of town gas daily. Plans include a catalytic re-forming plant to produce 3 million cubic feet of town gas daily, enough to meet the needs of 25,000 average domestic customers. This facility will be capable of re-forming liquid petroleum gas when refinery gas is not available during maintenance closure of the refinery.

No closing date for the tenders has been set. Information may be obtained from L. E. Barnes, South Australia Gas Co., Brompton, South Australia.

Republic of Korea asks for radio communication units

The Government of the Republic of Korea is inviting bids for two 2-way radio base stations (VHF FM, 150-174 mc., 60-watt transmitter input power); 1 set transmitting equipment (5,000 watt output; A1, F1, and F4 transmission, meteorological information); 1 communication-type radio receiver (AM, 540 kc to 30 mc); 7 single side band transmitter/receivers (3-15 mc, 100-watt transmitter output); a 30-kw. diesel engine generator set, and various other accessories and spare parts. The closing date for submission of bids under tender KFX-3014-S is April 6.

Copies of the tender documents, specifications, and instructions may be obtained from Chung Soo Park, Procurement Attache, Korean Embassy, 2320 Massachusetts Ave., Washington 8, D.C. Copies are available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

Sudan in market for four storage sheds

The Sudan Gezira Board Supplies Department, Barakat Headquarters, has issued specifications and conditions for 4 storage sheds at Port Sudan. Concrete sheds or alternative design will be considered. Early delivery will have special bearing on the success of tender. Prices should be firm and quoted in Sudanese currency or sterling, f.o.b. and c.i.f. Port Sudan with insurance covering all risks to warehouses in Gezira.

Bid deadline is April 20. Tenders in sealed envelopes marked "Tender for the Supply of Four Storage Sheds" should be addressed to the Assistant General Manager (Supplies), the Sudan Gezira Board, Barakat, Sudan.

Specifications and conditions may be examined at Room 4002, Department of Commerce, Washington 25, D.C. (WO 7-5255.)

Egypt extends deadline for bids on power line

The Egyptian Ministry of Public Works has extended to April 17 from March 13 the bid deadline for tender 31 covering the supply and erection of 11-kv. distribution lines and transformers pillars. (International Commerce, Jan. 28, p. 25). Bids should be addressed to the Director General, Electrification Projects, Technical Bureau, Ministry of Public Works.

A copy of the tender notice and specifications is available for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D. C. (WO 7-4242.)

TV transmitting equipment needed in New Zealand

The New Zealand Broadcasting Corp., Wellington, is inviting bids for the manufacture and supply of television transmitting equipment, to be installed at the following sites: Waiatarua, Auckland; Mt. Te Aroha; a site near Palmerston North; and Sugar Loaf Hill, Christchurch.

Each station will require pairs of vision and sound transmitters, video program input equipment, crystal controlled RF drives to transmitters, feeder switching, transmitter control consoles, spare parts and tubes, test instruments, and other accessories. New Zealand uses the 625-line (West European) system of TV transmission as recommended by CCIR. Tenderers are invited to include charges for the services of an installation engineer.

Closing date for bids under tender M2053 and specification 5199 is May 31. Copies of tender documents and specifications are available from the New Zealand Senior Trade Commissioner, 1145-19th St. NW., Washington 6, D.C. Interested U.S. firms may review the specifications and bidding instructions in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

UAR extends deadline on gas compression plant

Compagnie Orientale des Petroles d'Egypte is extending the bid period for the supply and erection of a complete natural gas compression plant at Belayim Field, about 100 miles south of Suez, Sinai Peninsula.

Closing date for bids under tender proj./214/7-20 was originally set for December 20, 1962. No new deadline will be set, but proposals will receive full consideration if they arrive within the next 1-2 months at 155 Mohamed Bey Farid St., Cairo.

Copies of the tender are available on a short loan basis from the General Industrial Equipment Division, BDSA, Room 4022, Department of Commerce, Washington 25, D.C. (WO 7-5589.)

Egypt invites bids for rectifier substation

The Administration of the Egyptian Railways is inviting bids for the supply and erection of a mercury arc rectifier substation at Tura near Cairo. Specification 1009 includes a high-voltage distribution system, 2 transformer units, 4 rectifier units, 1 fan unit, 2 sectionalising circuit breaker units, 1 high-voltage filter, low-voltage distribution board, remote control equipment, and other auxiliary equipment.

Bids should be sent by May 25 to the Office of the Inspector General, Mechanical and Electrical Engineering Dept., E. R., building beside Shubra Bridge, Cairo.

A copy of the specifications is available for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

Sudan to buy cast iron joints and fittings

The Central Electricity and Water Administration, Khartoum, Sudan, has published specifications for cast iron detachable joints (gibault joints) and special cast iron fittings for asbestos cement pipes and cast iron pipes and special cast iron fittings.

Bid deadline is April 18. Specifications may be obtained from the Commercial Attache's Office, 2400 16th St., NW., Washington 9, D.C. (Phone 232-4630) or may be examined at the Building Materials & Construction Industries Division, Room 4002, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-5255).

Radio navigation equipment requested by New Zealand

The Civil Aviation Administration, Air Dept., Private Bag, Wellington, C.L., New Zealand, wishes to purchase distance measuring equipment for installation in two DC3 aircraft. Interest is centered in DME equipment for operation within the 962-1213 mc. band.

The agency would like complete schedules of DME equipment (preferably transistorized) and associated test equipment, a recommendation on spare part requirements for two installations, schedules of costs, delivery proposals, and information concerning the availability of instruction manuals.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

011 Field Crop Farm Products

IVORY COAST—Leaf tobacco; requests replies in French only. M. Toure Yaya, Sideco-Ste. Ivoirienne de Distribution Economique (importer, retailer), B. P. 1154, Abidjan. WTD 4/6/62.

PHILIPPINES—Raw cotton. Direct purchase and agency. Philamco Enterprise (importing distributor, exporter), 315 Yutivo Bldg., Dasmarinas St., or P.O. Box 257, Manila. WTD 6/2/61.

200 Food

GIBRALTAR—General foodstuffs, particularly ready-to-eat cereals, cookies, and frozen meats, vegetables, fruits. Supermarkets Ltd. (importer, retailer, wholesaler), 194/196 Main St., Gibraltar. WTD 2/13/63.

201 Meat Products

GIBRALTAR—Frozen poultry. The Globe Trading Co. (importer, wholesaler, retailer), 7A Lower Castle Rd., Gibraltar.

203 Canning, Preserving Fruits, Vegetables, Seafood

PERU—Complete line of canned fruits, vegetables, dried fruits; requests replies from California exporters familiar with export business to South America with c.i.f. Callao quotations, labels, and pertinent details. Direct purchase and exclusive agency. Matias Gildemeister S.A. (importing distributor, manufacturer's agent), P.O. Box 2314 or Avenida Tacna 388, Lima. WTD 5/2/62.

220 Textile Mill Products

AUSTRALIA—All types of upholstery and furnishing fabrics; all types, styles, and qualities of upholsterer's sundries. Direct purchase and agency. P. Rowe Pty. Ltd. (importer, distributor, manufacturer's agent), 297-299 Castlereagh St., Sydney. WTD 6/12/62.

BARBADOS—Materials, such as felt, straw, cloth for the manufacture of ladies and children's hats. M. Truss & Co., Ltd., (manufacturer), Spry St., Bridgetown. WTD 2/10/63.

GUATEMALA—Men's and boys' suit and coat findings, e.g. coat fronts, head sleeves, waistbands, pocketing, lining, interlining. Enriquez, Lopez & Co. Ltda. Almacen "Fidelia" (merchant), 5a. Avenida 14-76, Zona 1, Guatemala City. WTD 2/13/63.

PHILIPPINES — Upholstery materials; suiting materials, remnants, all kinds of textiles. Direct purchase and agency. Philamco Enterprise (importing distributor, exporter), 315 Yutivo Bldg., Dasmarinas St., or P.O. Box 257, Manila. WTD 6/2/61.

TUNISIA—Upholstery fabrics; tergal and cotton voile for curtains; requests replies in French only. Au Palais Arabe (importer, manufacturer), 3 Rue de Rome, Tunis. WTD 2/13/63.

224 Narrow Fabrics

SOUTH AFRICA—Florists' ribbons: acetate, rayon, satin ribbons in rolls 25, 36, 50 and 100 yds. Direct purchase and agency. Sherwood Pottery (Pty) Ltd. (importing distributor, manufacturer's agent), P.O. Box 38, Durbanville (factory "Riverside", Fisantekraal, Durbanville) Cape. WTD 3/11/63.

228 Yarn and Thread

BELGIUM—Yarn—stocklots of cotton, spun rayon, woolen yarns for the Congo market; requests replies from manufacturers only. Belgianmatex (importer, exporter, commission agent). WTD 2/11/63

230 Apparel

BARBADOS—Women's cotton prints, straw and felt hats. Barbados Agencies, (Commission agent), 19 Swan St., Bridgetown. WTD 11/28/61.

239 Textile Products

BARBADOS—Seersucker bedspreads; requests replies from manufacturers only. Pioneer Agencies Ltd. (manufacturers Representative), Box 252, Barbados, W.I. WTD 2/12/63.

240 Lumber, Wood Products

FRANCE—Hard and softwoods of all kinds, such as spruce, fir, long leaf pine, gum, including logs and lumber; wood products, wood panels, prefabricated wood panels, etc. Direct purchase and agency. Bois Service Intercontinents, S.A., (importer, exporter, wholesaler, commission merchant and agent), 5 Rue Blanc-Dutrouilh, Bordeaux, Gironde. WTD 2/8/63.

FRANCE—Plywood and stratified panels; floor and ceiling, requests replies in French with c.i.f. Nice, price quotations. Direct purchase and agency. Les Contreplaques du Sud-Est (importer, wholesaler, retailer), 8 avenue Cernuschi, Nice. WTD 2/4/63.

260 Paper

ENGLAND—All wrappings, arts, newsprint, speciality papers, e.g. base papers, Kraft liners, boxboards, paperboard for shoe trade; will make freehouse delivery through their own associated company. Direct purchase and exclusive agency for United Kingdom. Bernett Paper Ltd. (wholesaler, importer, exporter), Stationers Hall Bldgs., 34-40 Ludgate Hill, London, E.C.4. WTD 1/10/63.

262 Paper Mill Products

GERMANY—Packaging paper and materials; paper specialties for industrial purposes. Brangs & Heinrich GmbH (manufacturer, importer, exporter, wholesaler), 9 Schottstr., 7 Stuttgart-N. WTD 9/10/62.

281 Industrial Chemicals

★★ **MEXICO**—Chemical engineering firm seeks agencies or licenses for local production for electroplating supplies and chemicals; Laboratorio Quimico Industrial, Arteaga Oriente 1539, Monterrey, N.L. I.R.-168.

■ **PAKISTAN**—Chemical products for dyeing and printing. Loan 53. U.S. source. Import License 196661. Bid deadline April 19. Indus Dyeing & Bleaching Ltd., P/1, Sind Industrial Trading Estates, Hyderabad, West. Cable: KHALILULLA.★

PHILIPPINES—Dyestuffs. Direct purchase and agency. Philamco Enterprise (importing distributor, exporter), 315 Uutivo Bldg., Dasmarinas St., or P.O. Box 257, Manila. WTD 6/2/61.

283 Drugs

AFGHANISTAN—Pharmaceuticals; requests descriptive brochures and price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., 2nd floor, Room No. 1, Municipality St., Kabul. WTD 6/25/62.

● **ETHIOPIA**—Injectables: antazoline HCL, calcium gluconate, chloramphenicol, chlorpromazine, i. v. dextrose solutions; meperidine, other narcotics; penicillin, other antibiotics; vitamins; various capsules and tablets; miscellaneous pharmaceuticals and surgical dressings. Bid deadline May 1. Tender #13. The Buying Committee, Central Medical Stores Corp. Box 976, Addis Ababa.★ (WO 7-2239.)

GERMANY—Organic chemical intermediates for pharmaceutical and related industries; requests replies from manufacturers only, in German. Direct purchase and agency. Technochemie GmbH (manufacturer), 1b Heiligenbergstr., 69 Heidelberg-Dossenheim.

GIBRALTAR—Toilet preparations, specifically soaps, shampoos, hand creams. Supermarkets Ltd. (importer, wholesaler, retailer), 194/196 Main St., Gibraltar. WTD 2/13/63.

★★ **MEXICO**—Industrial consultant firm wants agencies for veterinary drugs and medicines and cosmetics; Consultorio Tecnico Industrial, S. de R.L. de C.V., Zuazua Sur 919, Despachos 306-310, Monterrey, N. L. I.R.-166.

● **MOROCCO**—Injectable calcium gluconate or calcium glucoheptonate 10%, 5 and 10 ml. vials, 100's, 8,000 boxes each quantity. Must meet French or international pharmacopoeia standards. Bid deadline April 26. Pharmacie Centrale, 24 rue des Ouled-Ziane, Casablanca.★ (WO 7-2239)

284 Soap, Cleaning Preparations, Perfumes

AFGHANISTAN—Perfumes and toilet articles: requests descriptive literature and price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan. Amrit Lal & Bros. (importer), Sarai Ahmed Shahi, Kabul. WTD 10/10/62.

287 Agricultural Chemicals

● **GHANA**—Urea, 67 tons (of 2240 pounds); single superphosphate, 1465 tons; ammonium sulfate, 4160 tons; bid deadline at earliest possible date, immediate delivery required. Ghana Supply Commission, Accra, Ghana.

■ **PAKISTAN**—Pesticides. Loan 53. U.S. Source. VA-3/L-53/67211-4-5/63. Bid deadline extended to April 16 by Government of Pakistan, Department of Investment Promotion & Supplies, Karachi. Copies of tender may be obtained from Embassy of Pakistan, 2315 Mass. Ave., NW., Washington 8, D.C. Previously announced in IC-3/18, p. 46, with bid deadline of March 28.

289 Miscellaneous Chemical Products

KUWAIT—Brake fluid; requests replies from manufacturers only. Faisal Bazie Al Yasin (merchant, commission agent, factory agent), P.O. Box 445, Kuwait. WTD 11/17/62.

SOUTH AFRICA—Adhesives manufactured specially for fixing mirror tiles to walls. Cape Glass Co. (merchant), 79 Bree St., Cape Town. WTD 10/1/62.

307 Miscellaneous Plastic Products

GERMANY—Plastic articles used in commercial fisheries. Direct purchase and exclusive agency. Sophus Kramer (importer), Loogestieg 10, Hamburg 20.

310 Leather

ENGLAND—Footwear and shoe components and other products, suitable for distribtution to retail and/or wholesale shoe and leather trade outlets. Direct purchase and agency. Chiswick Footwear Ltd., (manufacturer and distributor), 79 Brighton Rd., Surbiton, Surrey. WTD 2/21/63.

321 Flat Glass

AUSTRALIA—One-way glass, transparent when viewed from one side, opaque on the other side. George S. Anderson, Pty., Ltd., (distributor), 472 George St., Sydney. WTD 2/1/63.

331 Steel Mill Products

■ **INDIA**—High tensile galvanized steel wire for the manufacture of aluminium conductor steel; 40 m. tons; galvanized M.S. wire for the manufacture of railway signaling cable, 30 m. tons. Both in various diameters. Loan 217. U.S. source. Import License DL/55/476/02-1-01/0248. Bid deadline April 15. The National Insulated Cable Co. of India, Ltd., Nicco House, 1 & 2 Hare St., Calcutta 1. Cable: MEGOHM.

★★ **MEXICO**—Manufacturer of twist drills and tool bits desires a small pilot steel mill of approximately 55 lbs. daily capacity; Industrias Vernon, S.A., General Plata No. 70, Mexico 18, D.F. WTD 5/26. I.R.-43.

■ **PAKISTAN**—Pig iron, foundry grade, 1, C. 3.5-4.2% max., Si. 2.5-3.0, Phos. 0.5—0.7, Sul. 0.2—0.6, Mn. 1% Max. Loan 7. U.S. source. S/A No. RM 040620. Amount $11,130. Bid deadline April 19. Anwar Industries Ltd., G. T. Rd., Gujranwala. Cable: BIBCOCK, for any other information.

■ Galvanized welded iron pipes, threaded both ends with socket at one end, in length of 20', 700,000 Rft.; extra wrought iron sockets for above pipes 1½" and 2" bore. 104,500 Nos. Loan 7. U.S. source. Invitation S-5/3/736/737/I&S/62. S/A RM 056023. Bid deadline April 19. Government of East Pakistan, Directorate of Supply, P.I.D.C. house, 4th floor, Motijheej, Dacca 2. Specifications may be obtained from the Office of Small Business, AID, Room 2124, Barton Hall, Ohio Dr. and Independence Ave. SW., Washington, D.C.

335 Rolling, Drawing Extruding Nonferrous Metals

★★ **MEXICO**—Interested in buying #1 #2 grades of steel scrap; also special steels in various types and quantities; Exportadora e Importadora Mexico, S.A., Insurgentes Sur 300-1318, Mexico 7, D. F. I.R.-14.★

● **SUDAN**—Supply of drop wire, contract 136, bid deadline May 11, and switchboard cable P.V.C., contract 137, May 13. Tender documents available from the Controller, Stores and Workshops, Dept. of Posts and Telegraphs, Light Industrial Area, Khartoum South, Sudan. One copy of each specification is available for reference only, in Room 4806, Department of Commerce, Washington 25, D.C. (WO 7-2162)

342 Cutlery, Hand Tools, General Hardware

NETHERLANDS — Hand tools, such as staplers for fastening wood fiber sheets to wooden lathes by means of headless nails which are shot in. Van Wijngaarden & Co's Handelmaatschappij N.V. (importing distributor), 60 Pelgrimsstraat, Rotterdam 7.

344 Fabricated Structural Metal Products

● **IRAQ**—Supply and delivery of oil storage tanks, tender TAWZEE 4/1963, with nominal capacities of (imperial gallons): vertical cylindrical rigid roof type, 7 tanks, 1,250,000-gallon capacity each, 40' maximum height; 3 tanks, 250,000-gallon capacity, 40' maximum height; 4 tanks, 250,000-gallon capacity, 30' maximum height; vertical cylindrical floating roof type, 3 tanks, 1,250,000-gallon capacity, 40' maximum height; 1 tank, 250,000-gallon capacity, 30' maximum height. All tanks to be fabricated according to A.P.I. standard specification 650, latest revision or equal. Bid deadline April 24—the Administration of Distribution of Oil Products, Ministry of Oil, P.O. Box 302, Baghdad. Specifications may be obtained from the above address upon payment of $6.35, which includes air mail postage. Set of specifications is available for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-4242)

348 Miscellaneous Wire Products

■ **PAKISTAN**—Electric cables and wires. Loan 53. US. source. Import License 040-627. Amount $27,090. Bid deadline April 10. Pak Elektron Ltd., P.O. Box 524, Lahore. Cable: PELEKTRON. For further information refer to Small Business Circular, 63-82, March 19.

351 Engines and Turbines

■ **INDIA**—Traxcavator, 60" gage diesel engine, air compressor, 12½ x 6 x 7, horizontal heavy-duty, packaged, cooled air compressor, complete with standard equipment, wagondrill. Loan 217. U.S. source. IL# 990983/DLF-157/HQ/61/C.G. III. Ref. 41(29)/61-AID-II. Bid deadline April 15. The Jaipur Udyog Ltd., P.N.B. House, 3rd floor, 5 Parliament St., New Delhi 1. Cable: JAIUDYOG.★

352 Farm Machinery

AUSTRALIA—Attachments for planting and seeding equipment; attachments for farm machinery and equipment other than for fertilizing, planting and seeding; broadcast seeders, endgate tractor drawn, hand, wheeled; fertilizer equipment; lime spreaders, endgate or trailer type; fertilizer distributors, tractor drawn or mounted; drills, grain, including fertilizer, tractor drawn or mounted; requests descriptive literature and price quotations. Mobile Industrial Equipment, Ltd. (importer, exporter, manufacturer, retailer, wholesaler), 410 Whitehorse Rd., Nunawading, Melbourne, Victoria. WTD 2/21/63.

NORTH BORNEO—Agricultural machinery for processing cocoa and hemp; requests replies from manufacturers only, with specifications c.i.f. Jesselton or Singapore prices. Pang Tet Tshung, Nam Kong Co. Ltd. (importer, retailer), 107 Gaya St., Jesselton. WTD 5/25/62.

PORTUGAL—Agricultural machinery. Direct purchase and agency. Corembal Comercio e Exportacao Lda. (importer, wholesaler), Rua Augusta 188—2° Dto, Lisbon 2. WTD 2/12/63.

353 Construction Machinery

● **GREECE**—4 motor graders equipped with 115-130 hp. diesel engines; 7 wheel type tractor shovel-loaders, 1-1½ cu. meter bucket, not less than 90-hp. engine, four wheel drive, bucket lift arms must be in front of operator seat. Bid deadline April 24. Ministry of National Defense, Military Service for Reconstruction Projects (SYKEA), Athens.

● **INDIA**—Three 3-3½ cu. yd. crawler type power shovels. Tender D/ENQ/665, Project/5343-N/I. Bid deadline May 7. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender fee $2.10 each, not refundable. Documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D. C.

★ ★ **MEXICO**—Housing association wishes to purchase a small cement plant daily capacity 5-10 tons/day; also rent or purchase of a cement block machine of an 8,000 blocks/day capacity of 16" blocks; Union de Pequeños Propietarios, A. C., Aramberri Oriente 510 Altos, Monterrey, N.L. NCIA. I.R.-183.

★ ★ **MEXICO**—Road and housing construction equipment, agent Daniel Aldrete Galindo, Antonio Machado 331, Colonia Anahuac, Monterrey. I.R.-176. ★

NIGERIA—Replacement parts and spares for all earthmoving equipment. D. A. Nigeria Ltd. (manufacturer's agent, distributor), 19 Martins St., or Box 1865, Lagos. WTD 9/14/62.

354 Metalworking Machinery

ENGLAND—High-speed cold sawing machines, medium size, up to 12" joist section; band sawing machines, heavy duty, up to 30" joist section. James Austin & Sons (Dewsbury) Ltd., (stockholder and engineer), Thornhill Iron & Steel Works, Dewsbury, Yorkshire. WTD 3/5/63.

INDIA—Die presses with necessary tools for manufacture of table fan motor laminations; production capacity 90,000 blanks daily for rotors and stators; requests price quotations and catalogs; drawings available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). Orient General Industries Ltd. (manufacturer), 6 Ghore Bibi Lane, Narkeldanga, Calcutta 11. WTD 3/27/62.

355 Special Industry Machinery

AUSTRALIA—Printing presses, machinery, equipment for printing and graphic arts industries; injection, blowing, extrusion machinery for plastics materials. Direct purchase and agency. P. Rowe Pty. Ltd. (importing distributor, manufacturer's agent), 297-299 Castlereagh St., Sydney. WTD 6/12/62.

AUSTRIA—Food processing and deep freezing equipment: mobile pea viners; processing equipment for peas, green beans, spinach; plate frosters, hand operated or automatic; fluidized bed tunnel frosters; ice cream manufacturing equipment, particularly automatic hardening tunnels for tubs. Unilever N.V., Burg. S'Jacob Plein 1, Rotterdam, Netherlands; duplicate descriptive sales literature will be forwarded to Unilever Austria.

BARBADOS—Foam shredding machine which will take scrap rubber or plastic foam and shred it into pieces suitable for stuffing pillows; material and machinery for a drinking straw manufacturing plant, fully automatic, to manufacture 8½" and 10" drinking straws, and should also be able to print legends on the straws, dip them in paraffin, and automatically pack them. A. Moses & Sons (Barbados) Limited, (manufacturer, wholesaler, and retailer), 20 Swan St., Bridgetown. WTD 2/12/63.

Steamer machines and stitching machines for hats and hat forms. M. Truss & Co., Ltd., (manufacturer), Spry St., Bridgetown. WTD 2/20/63.

★★ **MEXICO**—Manufacturer's representative seeks additional lines of machinery in the plastic, pulp, paper and automotive production area; Feliciano Rios, Modesto Arreola 1326 Oriente, Monterrey, N.L. NCIA. I.R.-191.

★★ Manufacturer of a salve to remove calluses desires mixing and packing equipment; machinery to manufacture protective padded gauze with adhesive strips—padded gauze must have oval hole in center. Size of mixer and blender should have a capacity of approximately 10 gallons. Also equipment to mix and pack medicinal powder, preferably a small unit with 100-lb. capacity. Laboratorios Tamez, Colegio Civil 151 Sur, Monterrey. I.R.-178.

★★ Complete machinery and equipment for the manufacture of plastic pails, buckets, garbage cans, etc. Cubetas Monterrey, S.A., Guerrero Norte 1357, Monterrey. I.R.-193.★

★★ A manufacturer of custom made machinery and horse shoes would like to contact U.S. manufacturer who could supply machinery and know-how for the production of horse shoe nails on outright purchase or joint venture; Manufacturera Andromeda, Antigua Carretera a Roma, Km. 4, Monterrey, N.L. NCIA. I.R.-172.★

NETHERLANDS—Packing machines for the foodstuff and spice industry; machinery for the plastic processing industry. Direct purchase and agency. Technisch Bureau J. A. Verhagen (manufacturer's agent), 39 Wilhelminastraat, or Box 120, Haarlem.

NORTH BORNEO—Cigarette making machinery for manufacture of comparatively small quantities; requests replies from manufacturers only, with specifications c.i.f. Jesselton or Singapore prices. Pang Tet Tshung, Nam Kong Co. Ltd. (importer, retailer), 107 Gaya St., Jesselton. WTD 5/25/62.

SOUTH AFRICA—Complete machinery for veneer/plywood manufacturing and finishing with capacity to handle continuous veneers up to 144" maximum finished width and to press and finish panels up to 72" x 288" maximum finished size; requests price quotations c.i.f. Cape Town in South African rands (Rand=US$1.41 approx.). Fiberply (Pty) Ltd. (manufacturer), A.A. House, Queen Victoria St., Cape Town. WTD 3/4/63.

● **SUDAN**—Cotton bale press, 2, twin box hydraulic with trampler, 430 lbs. bales 40" x 27", electric motors. Tender 10-A, bid deadline April 16. Assistant General Manager (supplies), Sudan Gezira Board, Barakat—Blue Nile Province.★ (WO 7-5589.)

■ **TUNISIA**—Complete plants to manufacture razor blades. Loan 196. US. source. Amount $70,000. No bid deadline given. Manufacture Tunisienne de Bimbeloterie, 1 Rue Kouttab El-Quazir, Tunis.

356 General Industrial Machinery

■ **REPUBLIC OF CHINA**—6" diverting valve, complete set airslide, drag chain conveyor, bucket elevator, 10 Fuller-Huron airslide, dust collector, etc. Loan 113. World-Wide (899). Bid deadline April 15. Chia Hsin Cement Corp., 24 Chung Shan Rd. N., Sec. 2, Taipei, Taiwan.★

● **GREECE**—Fire pumps, 3, electric motor driven centrifugal. Bid deadline April 17. Tenders to General Naval Staff, Supreme Procurement Committee of RHN, Athens.★ (WO 7-5589.)

● **INDIA**—Inspection equipment including universal measuring machines, profile projector; various thread, plug, snap, and depth gages, micrometers, vernier calipers, and dial indicators; heat treating equipment for hardening, quenching, carburising, and annealing, with diameter of chambers 300-800 mm., working temperature 350°-1350° C; central clock system; spray painting equipment; and various laboratory and office equipment. Proj/HMT IV/ 300.01. Bid deadline April 25. Hindustan Machine Too's Ltd., Jalahalli P.O., Bangalore 13.★ (WO 7-2723.)

■ **INDIA**—Gas cylinders suitable for argon gas, 1,500. Loan 162. U.S. source. Reference: PB/244/S-2259/63/CHS. Bid deadline May 8. The Fertilizer Corp. of India Ltd., Trombay Div., Purchase Dept., Administrative Bldg., Marvali, Chembur, Bombay 71 where tender specifications may be obtained on payment, not refundable, by crossed postal order drawn in favor of Chief Finance and Accounts Officer. Specifications and terms and conditions governing the tender will be available for sale up to April 22.

★★ **MEXICO**—Importer and distributor of swimming pool accessories desires additional lines of pool equipment such as cleaners, filters, chlorinators, etc.; Gerardo Pozas, S.A., Zuazua 915 Norte, Monterrey, N.L. I.R.-154.

NETHERLANDS—Paint spraying equipment for home shop, without engine. Direct purchase and agency. B. Nieboer & Zoon N.V., (manufacturer's agent), 6 Paulus Potterstraat, Groningen.

357 Office Machines

★★ **MEXICO**—Distributor of office machines and office furniture wants new products in the same lines; F. Armida y Cia. Sucs., S.A., Palma 35, Mexico, D.F. WTD 3/4. I.R.-150.

NETHERLANDS—Typewriters, calculating, office duplicating machines. Direct purchase and agency. Vanriel's Handelsonderneming (importer, wholesaler), 64 Bergweg, Rotterdam.

358 Service Industry Machines

JAPAN—Small size heat exchangers with good exchange factor to be used in equipment for control of air pollution and other uses. Direct purchase and agency. Shinsei Kiko Co., Ltd., (engineer, distributor), 414 Nishi Okubo 1-chome, Shinjuku, Tokyo.

★★ **MEXICO**—Manufacturer of commercial refrigeration interested in distributorship of air-conditioning equipment and gas heating apparatus, domestic and commercial. Kardel Refrigeracion, Hidalgo 442-450 Pte., Monterrey. I.R.-181.

360 Electrical Equipment, Supplies

NETHERLANDS—Electrotechnical articles such as rectifiers, electronic remote control steering equipment, high and low frequency materials, switches and switch boxes. Direct purchase and agency. Vroom's Technische Handelsonderneming (Imp. distributor) 191 Wibautstraat, Zaandam.

362 Electrical Industrial Apparatus

● **PAKISTAN**—Supply of 9 integral hp. motors rated 3-20 hp. and 3 fractional hp. motors ¼ to ½ hp. suitable for operation on 400 volts, 3 phase, 50 cycles, a.c. supply, tender PE/HA/90/62, bid deadline April 17. Controller of Stores (Purchase), P. E. Railway, Pahartali's Copy of tender notice and specifications available for review only in Room 4124, Power and Electrical Equipment Division, BDSA. (WO. 7-4242)

■ **PAKISTAN**—Petrol engine; air compressors; car lifts; air conditioners; water coolers, parts; electric motors; pumping sets, etc. Loan 53. U.S. source. Import License 206248. Amount $10,500. Bid deadline April 19. Khokhar & Co., Ltd., 75 Brandreth Rd., Lahore. Cable: FLYINGSTAR.★

■ Electrical apparatus and equipment, 57 items, including portable tape recorders and reproducers, outside broadcast amplifiers, line transformers, resistors, telephone cable, insulators, voltage regulators. Loan 53. U.S. source. Tender VA-2/ICA/67259/L/I/63. Bid deadline April 29. Director General of Supply & Development, Frere Rd., Karachi. Detailed specifications available from Embassy of Pakistan, 2315 Mass. Ave., NW., Washington 8, D.C.

363 Household Appliances

GERMANY—Toasters and other electrical household and kitchen applicances, electric requirements 220 volts, single phase a.c., 50 cycles. Direct purchase and agency. de Vivanco & Co., (importer, exporter), Steindamm 105, Hamburg 1. WTD 8/31/62.

★★ **MEXICO**—Manufacturer and distributor of household appliances wants additional lines in and/or know-how in manufacture of gas stoves, ranges, wall ovens, wall heaters, gas refrigerators. Would consider a joint venture proposal; Muebles Cromados, S. de R. L., Pino Suarez e Hidalgo, Monterrey, N.L. NCIA. I.R.-152.★

364 Electric Lighting, Wiring Equipment

GERMANY—Lamps; available electricity 220 volts single phase a.c., 50 cycles. Direct purchase and agency. de Vivanco & Co. (importer, exporter), Steindamm 105, Hamburg 1. WTD 8/31/62.

★★ **MEXICO**—Swimming pool contractor and accessory distributor seeks to purchase indirect lighting equipment for outdoor pools, fountains, gardens; Gerardo Pozas, S.A., Zuazua 915 Norte, Monterrey, N.L. I.R.-154.

365 Radio, Television Sets

GERMANY—Radios; transistor radios: available electricity 220 volts single phase a.c. 50 cycles. Direct purchase and agency. de Vivanco & Co., (importer, exporter), Steindamm 105, Hamburg 1. WTD 8/31/62.

366 Communications Equipment

● **GREECE**—Supply of relays and terminal strips for manual toll exchanges at an estimated cost of $150,000. Tender 6191, bid deadline April 26. Supply Committee of the Greek Telecommunications Organization, 4 Sophocles St., Athens.★ (WO. 7-4823)

● **IRAQ**—Supply of 30 pageprinters with Arabic keyboards, 15 automatic teleprinter tape transmitters, 2 twinplex automatic teleprinter transmitters, 15 Morse automatic transmitters, and associated equipment. Tender 62/2, bid deadline May 19. Estimated cost $67,200. Supply of 40 subscribers' line concentrators suitable for approximately 50 subscribers and 10 junctions. Tender 51/62, deadline May 26. President, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (WO. 7-4823)

■ **PAKISTAN**—Mobile recording vans, 3, 4-wheel drive, 6-cylinder gasoline engine, 105-hp. tape recorders full track, transistorized outside broadcast amplifier with 4 microphones. Loan 53. U.S. source. Bid deadline April 15. Government of Pakistan, Dept. of Investment Promotion & Supplies, Frere Rd., Karachi. Tender No. VA-2/ICA/67256/L-53/63. Detailed specifications available from Embassy of Pakistan, 2315 Mass. Ave. NW., Washington 8, D.C.

369 Electrical Machinery

ENGLAND—Electro-medical and medical electronic equipment. Direct purchase and agency. Electro Therapeutic Instruments Ltd. (importer, wholesaler, sales agent, manufacturer), Struan Lodge, Lytton Rd., Woking, Surrey. WTD 9/14/62.

ITALY—Automobile spark plugs; requests replies from manufacturers only. Direct purchase and agency for Italy. Saverio Massari, (retailer, wholesaler, importer), Via Firenze 41, Rome.

371 Motor Vehicle Parts

AFGHANISTAN—Motor car tools; requests descriptive literature and price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan. Amrit Lal & Brothers (importer), Saral Ahmed Shahi, Kabul. WTD 10/10/62.

GERMANY—Safety belts for passenger cars. Wilhelm Krawehl (importer, exporter), Muehlenstr. 76, Pinneberg.

NIGERIA—Motor vehicle replacement parts and spares for trucks. D. A. Nigeria Ltd., (manufacturer's agent, distributor), 19 Martins St., or Box 1865, Lagos. WTD 9/14/62.

374 Railway Locomotives, Parts

■ **PAKISTAN**—Main line diesel electric locomotives, complete, metre gage 3'-3⅜", 10. Loan 45. US. source. Bid deadline May 1. Tender P&D/DEL-MB/63. East Pakistan Railway Bd., Railway Bldg., Chittagong. Detailed specifications available from Embassy of Pakistan, 2315 Mass. Ave. NW., Washington 8, D.C.

381 Engineering, Laboratory Instruments

AFGHANISTAN—Laboratory equipment; requests descriptive brochures and price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., 2nd floor, room 1, Municipality St., Kabul. WTD 6/25/62.

BELGIUM—Scientific instruments for biological and medical use in schools and universities. Etablissements Van Hopplynus, S.A., (importer, exporter, wholesale agent), 101 Rue Royale, Brussels. WTD 2/13/63.

● **REPUBLIC OF KOREA**—Calorimeter, water bath meter, centrifugal extractor and accessories. Invitation. KFX—3017—S, Project 63-33, bid deadline April 18. Korean Embassy, 2320 Mass. Ave., NW., Washington, D.C.★ (WO 7-2312)

382 Instruments for Measuring Characteristics

● **INDIA**—Stress meters, 25. Tender SE-610 bid deadline April 24. Documents available without cost from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

● **REPUBLIC OF KOREA**—Various types of anemoters, thermometers, temperature and humidity verticle distribution measuring apparatus, tension meter, pyrhaliometer, pyrhaliograph, sunshine and rain gages. Invitation. KFX-3014-S, projects 63-11 (Part I and 63-16 (Part II), bid deadline April 6. Korean Embassy, 2320 Massachusetts Ave., NW., Washington, D.C.★ (WO 7-2312)

384 Dental Equipment, Supplies

GERMANY—Entire line of dental equipment and supplies. Geo. Poulson, (importer, wholesaler), Duesternstrasse 18, Hamburg 36.

ITALY—Medical equipment, instruments and supplies: equipment and instruments such as apparatus and accessories for laboratories for clinical analysis; instruments for lung and heart surgery; mercury and aneriod sphygmomanometers; phonendoscopes; interference filters for photoelectric cell colormeters (wave lengths in millimicron 420, 465, 490, 530, 550, 580, 650); raw and absorbent gauze in bolts for surgical use; absorbent cotton in bales; rubber items for surgical use; rubber items for anesthesia; oxygen therapy and resuscitation; artificial arteries of manmade fibers; suture needles; disposable hospital supplies, such as injection needles, syringes, surgical gloves and masks, bed sheets, towels, aprons; bandages and dressing for burns caused by radioactive radiation; stainless steel containers for surgical use, such as pans, basins, trays, kidney-shaped trays; plastic items for surgical use, such as syringes, containers, materials for laboratories. M.A.S., S.p.A., Medicazioni Articoli Sanitari (importing distributor, manufacturer), Viale Regina Margherita 158, Rome. WTD 5/2/61.

SWEDEN—Newly developed dental supplies; requests replies from manufacturers only. AB Forsbergs Dentaldepot (importer, wholesaler, manufacturer, exporter, retailer, sales agent), Holla dargatan 21A, Stockholm C. WTD 1/29/63.

386 Photographic Equipment

NETHERLANDS—Office printing machines. Direct purchase and agency. Vanriel's Handelsonderneming (importer, wholesaler), 64 Bergweg, Rotterdam.

387 Watches, Clock Parts

RHODESIA, NYASALAND—Watches, clocks; good quality. Solanki Bros. (Chingola), Ltd. (importer, wholesaler), P.O. Box 143, Chingola, Northern Rhodesia. WTD 5/31/62.

393 Musical Instruments

● **IRAN**—Musical instruments, parts, accessories, 27 items including bugles, cornets, clarinets, trumpets, saxophones, trombones, sousaphones, violins, accordions. No closing date indicated. The Imperial Iranian Ministry of War, Tehran. Specifications in French. (WO 7-4387.)★

394 Toys, Athletic Goods

CANADA—Hobby items of all kinds; electrical items must be GSA approved. Direct purchase and agency. Utility Distributing Co. (importing distributor, manufacturer's agent), 4660 Decarie Blvd., Montreal 29, Quebec. WTD 2/19/63.

ENGLAND—Toys. Direct purchase and agency. Cotswold Plastics Ltd. (importing distributor, agent, manufacturer), Cotswold House, 7 Crawford Passage, Farrington Road, London, E.C.1. WTD 7/26/62.

395 Pens, Pencils

AFGHANISTAN—Ball point pens; requests descriptive literature and price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan. Amrit Lal & Bros. (importer), Saral Ahmed Shahi, Kabul. WTD 10/10/62.

396 Costume Jewelry, Novelities

RHODESIA, NYASALAND—Costume jewelry, brooches, rings, necklaces; good quality. Solanki Bros. (Chingola) Ltd. (importer, wholesaler), Box 143, Chingola, North Rhodesia. WTD 5/31/62.

399 Miscellaneous Manufacturing Industry

ENGLAND—Notions, novelties, to be sold

through haberdashery and needlework department outlets. Direct purchase and agency. Nylo-Puff (Sales) Ltd., (sales agent), 28 Uxbridge Rd., Ealing, London, W.5. WTD 2/14/63.

Advertising novelties. Direct purchase and agency. Cotswold Plastics Ltd. (importing distributor, agent, manufacturer), Cotswold House, 7 Crawford Passage, Farrington Road, London, E.C.1. WTD 7/26/62.

509 Wholesale Products

★★ **SPAIN**—Desires to represent U.S. firms as agent, handling seeds for vegetables, ornamentals and cereals. Also handles grass and forage seeds, including clover, grains and sorghums. Semillas Alavesas, Santiago 16, Victoria, Spain. I.R. 561.

739 Business Services

★★ **MEXICO**—Users of sodium sulphide contemplating local manufacture. Require know-how from the U.S. for a 3,000 ton/annum plant. Will consider only process burning sulphur to SO_3 (not phenol process); Ingenieria Industrial Internacional, S. A., Edificio Santos, Desp. 227, Monterrey. WTD 4/16/62. I.R.-201.

★★ Manufacturer of rubber products seeks technical assistance to increase production and expand line. Would consider a joint venture arrangement; Hulera del Golfo, Emilio Carranza 856 Norte, Monterrey. WTD 11/10/62. I.R.-157.

★★ Well established manufacturer of commercial refrigeration desires to associate with American manufacturer of similar equipment, capable of offering technical aid, research, and product improvement. Would consider a joint venture arrangement; Kardel Refrigeracion, Hidalgo 442-450 Pte., Monterrey. I.R.-181.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

GREECE—Edible oils, especially soya bean oils; barley. Valtazanos Bros. & Co., 28, Nikis St., or P.O. Box 647, Athens, 118. WTD 12/31/62.

MOROCCO—Soya beans, soya bean and cottonseed oils. Societe Marocaine de Negoce International SOMANIT (commission agent), 5 Blvd. Malik Hossein, Rabat. WTD 2/14/63.

NETHERLANDS—Dried fruits, canned goods, juices, nuts, honey; requests replies from packers and canners only. Agency for the Netherlands. Jos van Geyn N.V. (agent, importer), 99 Rechter Rottekade, Rotterdam. WTD 7/12/62.

227 Woven Carpets, Rugs

MALAYA—Rugs and carpets of material resistant to burns, stains. Socomabel (Malaya) Ltd., (importer), 901-905 Lee Wah Bank Bldg., Kuala Lumpur. WTD 11/19/62.

281 Industrial Chemicals

IRAQ—Chemicals used in oil industry; requests replies from manufacturers only. Sales agency. S. Kaloustian (importer, wholesaler, sales agent), Munir Abbas Bldg., South Gate, Baghdad. WTD 9/13/62.

317 Handbags, Leather Goods

BARBADOS—Plastic handbags and brief cases; firm is seeking a shipping and purchasing agent in New York City. M. Truss & Co. Ltd. (manufacturer), Spry St., Bridgetown. WTD 2/20/63.

342 Cutlery, Hand Tools, Hardware

GERMANY—Newly developed and patented household equipment and utensils. Boettcher & Zimmermann (sales agent), Enderskehre 4b, Hamburg-La 1.

353 Construction Machinery

ISRAEL—Liquid fuel handling equipment, such as filtration and measuring equipment; urgently invites replies from manufacturers only with descriptive literature, prices and delivery terms. Sella Investment-Equipment Agencies, Ltd. (manufacturer's representative), 3 Hashfela St., or P.O. Box 20053, Tel Aviv. WTD 4/20/62.

354 Metalworking Machinery

GERMANY—Machine tools such as automatic and mechanic lathes, grinding machines, milling machines; grinders, drills, thread cutting tools, diamond tipped tools; electric hand tools, particularly novelties; measuring tools and gages; requests replies from manufacturers only. Fritz Joswig (sales agent), 7 Stuttgart-Feuerbach, Sieglestr. 56.

355 Special Industry Machinery

GERMANY—Machinery and equipment for the food industry; requests replies from manufacturers only. Karl F. Albrecht GmbH (importer, sales agent), Alter Wall 32, Hamburg 11.

358 Service Industry Machines

DENMARK—Commercial dish washers. Nema Trading A/S, (importer, agent), 19 Frederiksborgvej, Copenhagen NV. WTD 1/30/63.

FRANCE—Steam-jet cleaners and related steam generators and cleaning machines, fuel or gas fired, portable and stationary, designed for in-plant cleaning, cleaning of trucks and tractors, etc.; light, medium, heavy duty. Exclusive agency for France. Societe d'Equipment de Materiel Industriel & Agricole (SEMIA) (wholesaler, retailer, sales agent), 20-22 bis Rue des Allamandiers, Bordeaux, Gironde. WTD 2/1/63. Pamphlet describing sales services, equipment handled available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce (WO 7-4675).

GERMANY—Deep freezing and refrigerating machinery; requests replies from manufacturers only. Karl F. Albrecht GmbH (importer, sales agent), Alter Wall 32, Hamburg 11.

362 Electrical Industrial Apparatus

GERMANY—Supplies for electrical engineering, particularly novelties; requests replies from manufacturers only. Fritz Joswig (sales agent), 7 Stuttgart-Feuerbach, Sieglestrasse 56, West.

ISRAEL—Wind electric current generators for lighting and instrumentation; urgently invites replies from manufacturers only with descriptive literature, prices and delivery terms. Sella Investment-Equipment Agencies, Ltd. (manufacturer's representative), 3 Rashfela St., or P.O. Box 20053, Tel Aviv. WTD 4/20/62.

363 Household Appliances

DENMARK—Household dishwashers. Nema Trading A/S (importer, agent), 19 Frederiks-borgvej, Copenhagen NV. WTD 1/30/63.

366 Communications Equipment

CAMBODIA—Two 100-kw. transmitters for planned national radio station; requests replies from manufacturers only, in French. Commission agency. Ets. Gui Hoc Huo (importer, exporter, manufacturer's representative), 36 Vithei Ouk Loun, Phnom Penh. WTD 2/27/62.

367 Electronic Components

PORTUGAL—Radio receiving and transmitting tubes; other electronic components. Exclusive agency. Elmo, Lda. (importing distributor), Rua da Madalena 132—1°, Lisbon 2. WTD 2/18/63.

384 Medical Supplies

GERMANY—Dental equipment and supplies; requests replies from manufacturers only. Sales agency. Krueger Dental KG (importer, sales agent), Spitalerstr. 32, Hamburg 1.

GERMANY—Dental equipment and supplies; requests replies from manufacturers only. Leo Soldtner, Dental-Med. Grosshandlung (importer, wholesaler), Bergstr. 28, Hamburg 1.

ITALY—Medical equipment and instruments: instruments for general surgery; instruments and apparatus for traumatology; anesthesia apparatus; equipment for defense from radioactivity; accessories for X-ray, such as reinforcement screens, fluorescent screens, frames, protective gloves and aprons; apparatus for physiotherapy and gymnastics; apparatus for rehabilitation; artificial kidneys; artificial hearts; defibrillators; apparatus for blood testing, such as analysis of oxygen, CO_2 and pH; oxygen meters for medical use; apparatus for medical and beauty massage; oscillographs and oscillometers; cystoscopes, bronchoscopes, rectoscopes and endoscope apparatus in general for medical use; medical supplies such as adhesive plaster; protective materials for defense from radioactivity, such as clothing, masks. M.A.S., S.p.A., Medicazioni Articoli Sanitari (importing distributor, manufacturer), Viale Regina Margherita 158, Rome. WTD 5/2/62.

394 Toys, Athletic Goods

AUSTRALIA—Motors for all types of model construction; price quotations f.o.b., but c.i.f., Melbourne preferred; samples helpful. Direct purchase and agency. Geo. Pizzey & Son, Ltd. (merchant, tanner, importer), 131 Johnston St., Fitzroy, Melbourne, Victoria. WTD 1/31/63.

Pakistan Railway seeks bids for anticreep rail anchors

The Controller of Stores, Purchase, Pakistan Eastern Railway, Pahartali, Chittagong, East Pakistan, has issued worldwide tender PT/DI/134/62 calling for sealed bids on 435,000 anticreep rail anchors for use on 60, 75, 80 and 90 lb. rail. Tender may be obtained from the above address. Closing date for bids is April 18.

Sample tender conditions, not including drawings, may be reviewed in the Transportation Equipment Division, BDSA, Room 4320, Department of Commerce.

Leads for Importers

Commodities are offered direct unless specified.

208 Beverage Industries

FRANCE—Bordeaux wines, red and white, of "classified" qualities such as St. Emilion, Pomerol, and others, in 75-centiliter glass bottles, and also in wooden casks of 225 liters each. Direct to importers or through well-established selling agents. B. d'Arfeuille, 15 Quai du Priourat, Libourne, Gironde. WTD 2/21/62.

★★ **MEXICO**—Manufacturer of wines and liquors seeks U. S. distributor for the sale of cocktail mix; Arturo's, S. A., Hidalgo 360 Pte., Monterrey. I.R.-179.★

209 Miscellaneous Food Products

★★ **MEXICO**—Mangoes and avocados, distributor; Ing. Carlos Castillo G., Rio Usumacinta 129, Colonia Mexico, Monterrey. NCIA. I.R.-180

251 Household Furniture

EL SALVADOR—Custom built and hand made solid mahogany and other fine hardwood doors, cedar closets. The factory will do any type of wood carving and hand finishing. Will sell direct or through agent. Carlos A. Vides, 156, 59a. Avenida Norte, San Salvador. WTD 3/5/63.

264 Converted Paper Products

GERMANY—Sodium kraft papers and special papers for industry. J. Finck & Co., Papiergrosshandlung und Papierverarbeitungswerk, 7/27 Gruener Dyk, 415 Krefeld. WTD 3/5/63.

281 Industrial Chemicals

★★ **MEXICO**—Barium sulphate (42%) ores and Kaolin. Ricardo C. Cantu, Matamoros 109 Pte., Monterrey, N. L. NCIA. I.R.-195.

283 Drugs

GERMANY — Pharmaceutical preparations: Ergotamine Tartrate USP XVI, Ergonovine Maleate USP XVI, and Lanatoside A, and Lanatoside A+B+C. Sanol-Arzneimittel Dr. Schwarz GmbH., 18 Frohnkamp, 4019 Monheim (Rheinland). WTD 2/7/63.

285 Paints and Allied Products

★★ **MEXICO**—Cement-based paints and white quartz for filtering swimming pools; Productos Sarolo, S. A., Av. Ruiz Cortines al Poniente, Monterrey, Nuevo Leon. WTD 1/29/63. I.R.-158.

286 Gum and Wood Chemicals

FRANCE—Terpineol, pine-oils, and related naval stores byproducts. Les Derives Resiniques & Terpeniques, 40 Rue des Carmes, Dax, Landes. WTD 2/28/63.

287 Agricultural Chemicals

FRANCE—Complete organic and chemical-organic fertilizers, special mixtures, and high-grade composts, for all types of cultures and soil improvement in cereal fields, meadows, vineyards, tobacco fields, nurseries, fruit-growing areas, horticulture centers, etc. Products prepared from organic matters (fish, bones, pelts, wool and others) and special compounds. Societe "Le Fertiligone," Rue Marcel-Delattre, Begles, Gironde.★ WTD 2/14/63.

331 Steel Mill Products

GERMANY—Steel and steel products such as points and crossings for mines; towers for overhead contact lines and high-tension transmission lines; drawn punched and pressed parts for machinery and motor-car industries; ventilation pipes; perforated plates for all purposes; pressure containers; sulfur melting pots; containers for transporting liquefied gas; cyclon dust removers. Stahlwerke Brueninghaus GmbH., 5842 Westhofen (Westf.). WTD 3/4/63.★

349 Miscellaneous Metal Products

★★ **MEXICO**—Manufacturer of galvanized metal and plastic pails, buckets, garbage cans seeks U.S. distributor; Artefactos Aguila, S. A., Guerrero Nte. 2727 Monterrey. I.R.-192.★

353 Construction Machinery

GERMANY—Transport equipment, e.g. "Robuster" multitransporters (dumpers), "Robuster" shovel loaders. Stolberger Maschinen - und Apparatebau GmbH., 47-59 Vichterstrasse, 519 Stolberg/Rhld, 79 Postfach. WTD 3/5/63.★

Special transport equipment—mine cars with automatic bottom cleaning devices; large capacity tubs; slide discharge wagons; man riding wagons; wagons for transporting timber; wagons for ceramic furnaces; tank wagons for liquefied gases; wagons with self-discharging devices; coal-bin wagons; elevators for steep gradients; long plate conveyors; chain belt conveyors; light plate conveyors; buckets and chain and bucket elevators. Stahlwerke Brueninghaus GmbH, 5842 Westhofen (Westf.). WTD 3/4/63.★

355 Special Industry Machinery

GERMANY—Machines for the cable and wire industries—pay-off and take-up units; caterpillar haul-off units; high-speed bunching machines; high-speed stranding machines; cage stranding machines. Stolberger Maschinen- und Apparatebau GmbH., 47-59 Vichterstrasse, 519 Stolberg/Rhld., Postfach 79. WTD 3/5/63.★

359 Miscellaneous Machinery

★★ **MEXICO**—Job machine shop wants to manufacture on contract any product suitable for building with standard machine tools; Taller Rodriguez, S. de R. L., Encinas 521, Col. Garza Cantú, Monterrey, N. L. I.R.-186.

364 Lighting, Wiring Equipment

GERMANY—Electrical supplies and equipment—electric accessories for vehicles, e.g. switches of all kinds, fuse boxes, and plug-socket connections; electric insulation material (primarily plug-socket connections). Leopold Kostal, 47 Wiesenstrasse, 588 Luedenscheid/Westf. WTD 3/4/63.★

371 Motor Vehicle Parts

GERMANY—Automobile accessories and equipment—mechanical engine fuel pumps; Revolution governors. A. Pierburg Auto - und Luftfahrt-Geraetebau KG., 232 Duesseldorfer Strasse, 4040 Neuss-Rhein. WTD 3/4/63.★

384 Dental Equipment, Supplies

GERMANY—Heavy plastic material (artificial resin) "Pondus" for lower jaw dental prostheses. Engel Dental Co., 243 Kaiser-Joseph-Strasse, 78 Freiburg/Breisgau.

391 Jewelry, Silverware

CANADA—British Columbia jade, finished or unfinished. John A. Begg Agencies, 664 Eckersley Rd., Richmond, Vancouver, B.C. WTD 2/21/63.

599 Retail Stores

AUSTRALIA—Non-electric domestic labor-saving appliances. Raven Bros. Ltd., 919-921 South Rd., St. Mary's. WTD 2/27/63.

FRANCE—Silver "souvenir" spoons decorated with armorial bearings. Jean Moucheront & Cie., 50 rue Notre Dame de Nazareth, Paris.

INDIA—Brass art and EPNS wares, cutlery, and sports cups and shields. Ram Prakash & Sons, Bartan Bazar, Moradabad. WTD 8/24/59.

739 Business Services

★★ **MEXICO**—Experienced public relations firm wishes to diversify into the fields of market analysis and economic feasibility studies for U.S. firms; Stringer y Asociados, Rio Sena 63-A, Mexico 5, D. F. I.R.-173.

★★ Investment bank, with controlling interest in the majority of Monterrey's industries, seeks to do technical and feasibility analysis of various industrial projects in Monterrey for U.S. firms desiring to invest in the area; Cia. General de Aceptaciones, S. A., Padre Mier y L. Vicario, Monterrey, N. L. I.R.-135.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

BURMA—A new road to Mandalay came closer to achievement with the signing of an engineering and construction agreement between the Government of Burma and the Agency for International Development. An American engineering firm will design the southernmost 42-mile section, between Rangoon and Pegu, and a U.S. construction contractor will build it. The engineering work preceding invitations to construction contractors is expected to take about 6 months. AID contributions will depend upon agreement on a plan including route specifications which meets all feasibility tests. U.S. firms may contact U Ohn Khin, Secretary, Ministry of National Planning, Government of Burma, Rangoon.

CANADA—A million dollar federal-provincial agreement for the investigation of the hydro potential of the Nelson River was signed in Winnipeg by representatives of the two governments, which will share the cost of economic and engineering surveys. Including preliminary work undertaken by Manitoba Hydro since last September, expenditures are estimated at $100,000 by the

end of March 1963, and an additional $990,000 by March 1964. Power potential of Nelson River is about 4 million kw. This development would be an important element in the projected trans-Canada grid.

The studies will include aerial surveying and mapping of an area of about 1,500 square miles downstream from the Kelsey generating station, field investigation of potential power sites, studies of the reservoir capacity of Lake Winnipeg, investigation of possible diversion of Churchill River water into the Saskatchewan-Nelson Basin, and preliminary design work necessary to prepare detailed cost estimates. The agreement lays the groundwork for further cooperative studies and design work between Canada and Manitoba involving about $4 million more. The agreement stipulates that if the project proves economic and construction is undertaken, the federal government will recover its initial investment. Interested firms may contact D. M. Stephens, Chairman, Manitoba Hydro, Manitoba Province, Canada.

FINLAND—Neste Oy, a government-owned corporation, has made plans to build oil storage facilities, a harbor, and a refinery near Porvoo which is on the coast, about 30 miles east of Helsinki. The construction schedule and budget have not yet been established. U.S. firms may contact Neste Oy, Helsinki, Finland.

ITALY—Plans for the construction of an international airport are being considered by the Province of Alessandria. Initially the airport will be in the "E" category with a 1,380 meter runway, but it will probably be reclassified to "B" later on, when the runway is extended to 2,200 meters. It will be equipped for instrument landing and night flights. Estimated cost is 400 million lire ($644,122) for the first stage and 600 million lire ($966,183) for the second. A joint company, SCEA (Societa per la Construzione e l'Esercizio dell' Aeroporto) has been formed to finance the project. U.S. firms should contact the Alessandria Chamber of Commerce, Alessandria, Italy, for details.

JAPAN—Wakayama Prefecture officials hope to begin, by June, construction of Japan's second largest timber port at Wakayama City's south port. The project, which calls for the simultaneous construction of an integrated lumber and woodworking industrial zone in the eastern part of the city, is to be jointly financed by the National and Prefectual Governments, and to a lesser extent, by private industry. Current estimates indicate that the entire project will cost about $7 million (yen 2.5 billion). U.S. firms may contact the Government of Wakayama, at Wakayama City, Japan, for details.

KOREA—Major port facilities will be built at Inchon, principal harbor for Korea's capital city Seoul, if an investment survey approved by the Agency for International Development shows potential. The study, scheduled to be completed by mid-May by Minn Associates of Honolulu, covers the economic and technical feasibility of investing $1.5 million in a deep water harbor, dock, warehouse, and cargo-freight handling project. Additional local capital and loans may be required to finance the total project. AID's maximum share of the cost, $25,000, will be paid if Minn Associates fails to complete the job, in which case the survey will become the property of the U.S. Government. The principal difficulty with Inchon as a major harbor is the extreme tide, exceeding 26'. Overcoming this would require extensive engineering works as well as port construction not presently available. To obtain further details, contact the Minn Associates, Honolulu, Hawaii.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Alfredo Cabezas, representing Expreso Argentino, Venezuela 661, Buenos Aires, interested in **freight forwarding transportation**, especially "Piggy Back" truck-rail combination—administrative and technical—and requesting technical information on above. March 16 via New York for 1½ months; REA Express, New York, N.Y. Itinerary: New York, Washington, Philadelphia.

AUSTRALIA—Reginald Folker, representing Dri-Glow Towels Pty Ltd., 213 Perramatta Rd., Five Dock, N.S.W., interested in contacting manufacturers to discuss purchase of **towels and toweling** and importation of machinery for the manufacture of the same, and requesting technical information dealing with toweling-towel industry. April 15 via San Francisco for 6-8 weeks. c/o Munsingwear, Inc., 261 Madison Ave., New York. Itinerary: San Francisco, Los Angeles, Greensboro, N.C., Charleston, S.C., New York, Philadelphia, Pittsburgh, Miami.

Irwin H. Hunter, representing Westralian Farmers Co-operative Ltd., 569 Wellington St., Perth, interested in **agricultural marketing**. April 6 via San Francisco for 7-8 weeks. Department of Commerce Field Office, 555 Battery St., San Francisco 11. Itinerary: Honolulu, San Francisco, Kansas City, Chicago, Washington, New York.

BRAZIL—Engineer Almiro Eugenio Barichello, Ave. Borges de Medeiros 410, sala 611 Porto Alegre, Rio Grande do Sul, interested in **construction of houses**, and requesting technical information on low-cost housing and building equipment. March 14 via Miami for 4-6 weeks: c/o Varig Airlines. Itinerary: Miami, Philadelphia, Washington, New York.

CEYLON—R. K. Chand, representing Chands, Ltd. 77, Chatham St., Fort, Colombo, interested in importing **sports goods, toys, indoor games, presentation novelties**, and requesting technical information on **machinery for the manufacture of sports goods**, toys and novelties on a small scale. April 1 via New York for 3 months. c/o Thos. Cook & Son, Inc., 587 Fifth Avenue, New York. Itinerary: New York, Washington, Chicago, Kansas City, Los Angeles, San Francisco, Honolulu, Philadelphia.

DENMARK—Bent C. F. Hoyer, representing Dansk Transaco, 33 Amaliegade, Copenhagen, interested in establishing connections with U.S. manufacturers of **industrial raw materials**, such as heavy and fine chemicals, sheet metal, building materials, for the sale in Denmark of their products, either as import agent or as exclusive representative. March 30 via New York for 3 weeks. c/o Mr. Joel Fisher, 1001 Connecticut Ave., Washington, D.C. Itinerary: New York, Boston, Pittsburgh, Washington, Los Angeles, San Francisco.

DENMARK—Knud Rorvig, representing Biofac A/S, 18 Vesterbrogade, Copenhagen V., interested in contacting U.S. manufacturers and exporters of **fine chemicals and pharmaceuticals**. Mr. Rorvig is also interested in establishing an investment arrangement on a joint venture basis with a U.S. manufacturer of fine chemicals or pharmaceuticals. April 1 via Los Angeles for 1 week. Biltmore Hotel, Los Angeles (April 1-2), Allerton Hotel, Chicago (April 3-5), Hotel Commodore, New York, (April 6-9).

GUATEMALA—Roberto Arias Millelot and Lic. Guillermo Arias Millelot, representing "Muebles Fleiter," 7a. Avenida 5-17, Zona 1, Guatemala City, interested in **construction panels** made of sugar cane bagasse; materials for **furniture industry** and for **construction; aluminum trailer**; new or used **garnetting machinery** for cotton and requesting technical information on same. April 5 via New Orleans for 3 weeks; c/o Department of Commerce Field Office, 333 St. Charles Ave., New Orleans 12, La. Itinerary: New Orleans, New York, Atlanta, Birmingham.

INDIA—Mr. R. K. Goel, Station Rd., Moradabad, interested in expanding market for **artbrasswares—Indian handicrafts** in U.S., and in appointing agents on the East Coast and South and Northern U.S. End of March for 2 months. Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York 1. Itinerary: New York, Chicago, San Francisco, Los Angeles, Dallas.

IRAN—Ali Hamadanian, representing Shahnaz Spinning & Weaving Mill and other firms, Isfahan, c/o Shahnaz Spinning & Weaving Mill, Rh. Hezar Jerib, Isfahan, interested in purchase of **sugar beet extracting and refining plant**, complete, including power plant, possibly as a "turnkey" project, wishes to visit sugar refineries, textile mills and cement plants. April 10 via San Francisco for 1 month. c/o Mr. Francis Kettaneh, 745 Fifth Ave., New York 22. Itinerary: San Francisco, Los Angeles, Miami, Washington, New York.

KENYA—P. Menezes, representing Minni Cine Films, P.O. Box 1910, Nairobi, interested in contacting some of the major **film distributors** who can offer 16 mm. rights for distribution of good quality American pictures. April 15 via New York for 4 weeks. Radio Corporation of America, RCA Bldg., New York 20. Itinerary: New York, Washington, Chicago, Nashville, Hollywood.

MOROCCO—Mohamed Grefft Alami, representing Maison de l'Artisan, 59 rue Hassan Seghir, Casablanca, interested in contacting potential customers for Moroccan **handicrafts**. March 25 via New York for 20 days; Moroccan Information Center, 51 W. 43rd St., New York, N.Y. Itinerary: New York, Washington, Seattle.

PAKISTAN—Azmat Hussain, representing Premier Importers, Tahelram Khemohand Rd., Karachi, interested in **iron and steel**. March 25 via New York for 1 month visit. c/o Lotus Metal and Steel Corp., 100 Hudson St., New York 13. Itinerary: New York, Washington.

VENEZUELA—Julian Juergenson, representing Tuven C.A. (Caracas), and Zueblin A.G. (Stuttgart), Hotel Avila, Caracas, interested in large diameter **boring machines, grouting equipment and systems, pre-packed systems** used for underground constructions and requesting technical information on such equipment and systems as used and available in U.S. March 9 via Miami for 2 months; c/o Manuel, Kansa, 15203 Liberal St., Detroit 5, Mich. Itinerary: Miami, Detroit.

Airport navigation equipment bids requested by Chile

A Chilean government agency is inviting bids for the supply and installation of airport electronic navigation equipment as follows.

Sixteen VHF omni-directional radio range (VOR) stations (200 watts each); 7 low power non-directional radio beacons (100 watts each); 16 long-wave, long-range non-directional radio beacons (7 rated at 400 watts; 5 at 1,000 watts and 4 at 3,000 watts); 31 VHF transmitters (200 watts each); and 23 VHF single-channel receivers.

The agency is Corporación de Fomento de la Produción, Moneda 921, Santiago.

Closing date for submission of bids is June 17. Bidders must be legally represented in Chile. Copies of the bidding instructions and specifications, in Spanish, are available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

Television transmitters requested by Morocco

A Moroccan Government radio-television agency is inviting bids for the supply of 3 television transmitters rated at 1 kilowatt each. The 625-line (West European) system as recommended by CCIR will be used.

The agency is Radiodiffusion Television Marocaine, Services Techniques, 1 rue Pierre-Parent, Rabat, Morocco.

Closing date for submission on bids under Specification S.N. 201 Mars 1963 is April 12. Offers must be sealed and should bear the note: "soumission concernant offres pour emetteurs T.V." Copies of the specifications, in French, are available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Glass and Glassware Importers, Dealers, and Manufacturers; Chinaware and Household Pottery Products Importers and Dealers—Guatemala.

Glass and Glassware Importers, Dealers, and Manufacturers; Chinaware and Household Pottery Products Importers and Dealers—Trinidad and Tobago.

Hides, Skins, and Furs Importers, Dealers, and Manufacturers—Iran.

Machinery Equipment and Supplies, Electrical, Importers and Distributors—Mexico.

Metallurgical and Metal Working Plants—India.

Paints, Varnishes, and Pigments Importers, Dealers, and Manufacturers—El Salvador.

Petroleum Products Importers, Dealers, Producers, and Refiners—Netherlands Antilles, February 1963.

Textile Industry—Iraq.

Sudan plans to assemble prefabricated hospitals

The Sudan Ministry of Public Works has invited bids for the design, supply and supervision of the assembly of complete prefabricated hospitals and staff houses.

Bidders are asked to quote their firm rates (in Sudanese currency or Sterling—c.i.f. Port Sudan with insurance covering all risks) for the project in accordance with prescribed drawings and specification, illustrating their tenders with complete constructional drawings and specification for each unit.

Bidders are advised to visit the different sites of works and to ascertain for themselves the type of soil and nature of the surroundings and the necessary protection against the prevailing climatic conditions.

Tenders are required to have a validity of at least 10 weeks from the official closing date and should be accompanied by a deposit of $14,450; this will be refunded to unsuccessful tenders with notice of adjudication. Successful bidders will be required to complete immediately on notification his deposit to 10% of the total value of the contract awarded; it will be released after the satisfactory execution. In case of default the deposit will be forfeited.

Bidders are required to state clearly whether their quotations are subject to any conditions, to state time of delivery, and to suggest method of payment. The Ministry of Works reserves the right to inspect and test materials and equipment and to reject for immediate replacement any material or equipment not to specification.

Tenders on sealed envelopes marked "Tender for the Prefabricated Hospitals & Staff Houses" should be addressed to the Director, Ministry of Works, Khartoum, Sudan. Bid deadline is 12 noon April 16.

Specifications may be examined at Room 4002, Department of Commerce, 14th and Constitution Ave., N.W., Washington 25, D.C.

Expert exporters say:

. . for expert export assistance, contact the nearest Department of Commerce Field Office

Albuquerque, N. Mex., Courthouse. Phone: 247-0311, ext. 2386

Anchorage, Alaska, Rm. 60, U.S. Post Office & Courthouse. Phone: BRoadway 2-9611

Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75 Forsyth St., NW. Phone: JAckson 2-4121, ext. 6000

Birmingham, Ala., Title Building, 2028 Third Ave., N. Phone: 323-8011, ext. 3131

Boston 10, Mass., Room 230, 80 Federal St. Phone: CApitol 3-2312

Buffalo 3, N.Y., 504 Federal Building, 117 Ellicott St. Phone TL 3-4216

Charleston 4, S.C., Area 2, Sergeant Jasper Bldg., West End Broad St. Phone: 722-6551

Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731

Chicago 6, Ill., Room 1302, 226 West Jackson Blvd. Phone: 828-4400

Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200, ext. 2944

Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave. Phone: CHerry 1-7900

Dallas 1, Tex., Room 3-104 Merchandise Mart, 500 South Ervay St. Phone: RIverside 8-5611

Denver 2, Colo., 142 New Custom House, 19th & Stout Street. Phone: KEystone 4-4151, ext. 598

Detroit 26, Mich., 438 Federal Building. Phone: 226-6088

Greensboro, N.C., Room 407 U.S. Post Office Bldg. Phone: BRoadway 3-8234

Hartford, Conn., 18 Asylum St. Phone: 522-1144

Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831, ext. 464

Houston, Tex., 5102 Federal Bldg., 515 Rusk Ave. Phone: CApitol 8-0611

Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111

Kansas City 6, Mo., Room 2011, 911 Walnut Street. Phone: BAltimore 1-7000

Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: RIchmond 9-4711, ext. 1261

Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street. Phone: JAckson 6-3426

Miami 32, Fla., Ainsley Bldg., 14 NE. First Ave. Phone: FRanklin 7-2581

Milwaukee, Wis., 1201 Straus Bldg., 238 W. Wisconsin Ave. Phone: BRoadway 2-8600, ext. 473

Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street. Phone: 339-0112

New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 529-2411, ext. 6547

New York 1, N.Y., 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377

Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400, ext. 591

Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave. Phone: 261-3285

Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800, ext. 785

Portland 4, Oreg., 217 Old U.S. Courthouse, 520 SW. Morrison St. Phone: CApitol 6-3361, ext. 1421

Reno, Nev., 1479 Wells Ave. Phone: FAirview 2-7133

Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611

St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St. Phone: MAin 1-8100

Salt Lake City 1, Utah, 222 SW. Temple St. Phone: DAvis 8-2911, ext. 341

San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St. Phone: YUkon 6-3111

Santurce, P.R. 605 Condado Ave.

Savannah, Ga., 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull Street. Phone: ADams 2-4755

Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300, ext. 492

New Books and Reports

***Proposals to improve the Flow of U.S. Private Investment to Latin America.* Report of the Commerce Committee for the Alliance for Progress. Washington, March 1963. 118pp. $1.25.**

In this report the Committee considers the role of private capital (U.S., European, and Latin American) in the Alliance for Progress, and gives its recommendations regarding taxes, the investment guarantee program, and other methods of private investor participation.

Appendices cover the effect of exchange devaluation on U.S. private investment in Latin America, and tax sparing and U.S. investment in Latin America.

***Financing Export Sales.* Small Business Administration's Management Aids for Small Manufacturers, #149. Washington, 1963. Free.**

Although many small businessmen are missing export opportunities because they consider the mechanics of foreign sales too complex, successful exporting depends on the same basic factors that are considered in domestic sales, according to a new leaflet.

The leaflet describes 5 specific types of information which the seller should know when financing export sales:

- The financial responsibility and moral reputation of his overseas buyer;
- The availability of dollars in the country of purchase;
- The documentation and protection required to effect shipment;
- The various means of getting and guaranteeing payment, and
- The financial help available to exporters.

Businessmen can get credit information on foreign firms and individuals at no cost, the Aid says, from banks which finance international trade. If your local banker does not handle overseas transactions, he can relay your inquiry to his correspondent in one of the major U.S. cities.

It points out, however, that many foreign banks are very conservative. While they will give the general reputation of a firm, they will seldom reveal specific financial data—so your banker cannot guarantee complete results even though he may ask for balance sheet figures.

The leaflet explains that many foreign buyers with good credit ratings are unable to pay promptly because of regulations imposed by their government. So it is important for the small businessman to have a written agreement on the manner of payment. It should say whether payment will be in U.S. dollars or in local foreign currency.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington 25, D.C.**

Living Conditions in Singapore. OBR 63-22. 11pp. Reviews the various entrance requirements; the cost of living, as applied to housing, furnishings, servants and food; the supply and cost of clothing; health conditions and medical facilities; churches, schools and recreation; and, transportation, communications and utilities.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Foreign Trade of Japan, 1960-61. OBR 63-50. 8pp. A statistical treatment by country and commodity, with special emphasis on trade with the U.S.

Contributions of Imports to U.S. Food Supplies, 1961, and Comparisons with 1957-60. OBR 63-51. 4pp. A statistical listing of 80 edible commodities, and the ratio of U.S. consumption supplied by imports.

Economic Developments in Iran, 1962. OBR 63-52. 6pp. An economic review of the past year.

Economic Developments in Pakistan, 1962. OBR 63-53. 8pp. An economic review of the past year.

Preparing Shipments to Hong Kong. OBR 63-55. 6pp. Lists the documents required for shipping to Hong Kong; the rules regarding mail shipments; treatment of samples and advertising matter; telecommunications facilities; labeling, marking and packing requirements; transit and warehousing procedures; and, customs procedures.

Economic Developments in Turkey, 1962. OBR 63-56. 6pp. An economic review of the past year.

Economic Developments in India, 1962. OBR 63-57. 8pp. An economic review of the past year.

Economic Developments in Denmark, 1962. OBR 63-58. An economic review of the past year.

***World Survey of Civil Aviation: The Nordic* Area. Published by the Transportation Equipment Division, BDSA, U.S. Department of Commerce. Washington, 1962. 35pp. 20 cents.**

This report, covering Denmark, Finland, Iceland, Norway and Sweden, is the eighth in a series of foreign market surveys of civil aircraft and aeronautical products.

Domestic flying in Sweden, Norway and Denmark has been limited in the past but is growing rapidly. In Iceland and Finland domestic and international flying are important means of transportation and will continue to grow.

Sweden is the only country in the area that manufactures an appreciable number of aircraft.

Charter flying is the most important form of general aviation activity. Powerline and ice patrolling, aerial photography and cartography, geographical exploration, mineral prospecting and air taxi services are growing areas of commercial flying. In the private sector, flying clubs are quite active while business flying is just beginning to develop.

About 1,200 aircraft, mostly U.S. built, are in use. Scheduled airlines use about 140 planes, charter companies 300 and the remainder, mostly single-engined Piper models, are used in general aviation.

The U.S. will probably continue to be the area's principal aeronautical supplier but West German and British competition is increasing.

The future market for jet and surplus long-range piston aircraft appears to be limited. Helicopters and light utility aircraft, however, may have a good market, especially in Finland, Norway and Sweden.

The booklet may be ordered from the Superintendent of Documents, Washingtons, 25, D.C. or from any Department of Commerce Field Office. **R.E.C.**

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Calendar *for international traders*

April

1-3—International Defense and Space Marketing Symposium, Shoreham Hotel, **Washington, D.C.** Sponsor, American Management Association.

2—Seminar on Trade Prospects with the European Common Market, Univ. of Southern Mississippi, **Hattiesburg, Miss.** Sponsors: Regional Export Expansion Council and U.S. Dept. of Commerce.

2—Export Expansion Conference, **Sacramento, Cal.** Sponsors: Sacramento City-County Chamber of Commerce, Port of Sacramento Regional Export Expansion Council.

3—Export Expansion Workshop (opening session of 8-week course), **Tampa, Fla.** Sponsor: Chamber of Commerce of Greater Tampa and others.

3-4—Export Trade Institute, **Iowa City, Iowa.** Sponsors: University of Iowa, Small Business Administration and U.S. Dept. of Commerce.

4—Milwaukee World Trade Club Dinner Meeting, **Milwaukee, Wis.** Subject: International Marketing.

4—Monthly Meeting of the Machinery-Metals Export Club. The Advertising Club, **New York, N.Y.**

4—FCIA Conference, **New York, N.Y.** Speaker: Pres. H. G. Sheehy of FCIA. Sponsor: Packaging Machinery Manufacturers Inst.

4—Annual World Trade Conference. Pick-Carter Hotel, **Cleveland, Ohio.** Sponsors: Cleveland Chamber of Commerce and Cleveland World Trade Assn.

4-6—Society for International Development's 5th World Conference. **New York, N.Y.** Theme: "What Makes Development Happen?"

8—Northwestern Trade Assn. Convention, **Yakima, Wash.** Speaker: Robert L. McNeill, Deputy Asst. Secretary of Commerce for Trade Policy.

8-9—Conference on the European Common Market: Doing Business in Europe. Lisner Auditorium, George Washington Univ., **Washington, D.C.** Sponsors: The Common Market Reporter and George Washington Univ.

9—Monthly meeting, Automotive Exporters Club. **Chicago, Ill.**

10—Minnesota World Trade Assn. Monthly Dinner Meeting. Minneapolis Athletic Club, **Minneapolis, Minn.**

10—Export Expansion Seminar, **Green Bay, Wis.** Co-sponsors: Green Bay Area Chamber of Commerce, Small Business Administration, and the U.S. Dept. of Commerce Chicago and Milwaukee Field Offices.

10—Export Training Workshop (opening session of 7-week course), **San Antonio, Tex.** Sponsors: U.S. Dept. of Commerce's Houston Field Office and others.

11—Lower Rio Grande Valley Export Conference, **Weslaco, Tex.** Sponsor, Rio Grande Valley Chamber of Commerce, U.S. Dept. of Commerce's Houston Field Office.

15-16—Conference for Corporation Executives on U.S. Business in Africa. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University, Washington, D.C.

16—Monthly Luncheon Meeting, International Executives Assn. Hotel Statler Hilton, **New York, N.Y.**

16—Memphis World Trade Club Meeting, Hotel Claridge, **Memphis, Tenn.**

16—(9 a.m. to 3 p.m.)—"Developing International Sales." One day educational course. Les Shaw's Resturant, **New Haven, Conn.** Sponsors: New Haven Chamber of Commerce and U.S. Dept. of Commerce.

17—Export Expansion Workshop, Hotel Paten, **Chattanooga, Tenn.** Sponsors: Atlanta Regional Export Expansion Council, Chattanooga Manufacturers Assn.

17—Northwest Arkansas Export Expansion Conference, John Brown University, **Siloam Springs, Ark.**

18-19—Export Expansion Workshop, **Erie, Pa.** Sponsors: Erie & Pittsburgh Chambers of Commerce, U.S. Dept. of Commerce's Pittsburgh Field Office.

19—International Trade Workshop, **Philadelphia, Pa.** Sponsor: Wharton Graduate School of Business Administration. Speaker: Draper Daniels, National Export Expansion Coordinator

19-20—Economic Development Institute, **Tucson, Ariz.** Sponsor: University of Arizona, Arizona Regional Export Expansion Council, U.S. Dept. of Commerce's Phoenix Field Office.

22—International Trade Workshop, Sheraton Hotel, **Chicago, Ill.** Sponsor: International Marketing Institute. Speaker: Draper Daniels, National Export Expansion Co-ordinator.

22—Dinner Meeting, International Trade Club of **Kansas City, Mo.**

23—Export Seminar, **Janesville, Wis.** Sponsors: Janesville Chamber of Commerce and U.S. Dept. of Commerce.

24—Export Expansion Seminar, **Wausau, Wis.** Sponsors: Wausau Chamber of Commerce, U.S. Dept. of Commerce Chicago and Milwaukee Field Offices, Small Business Administration.

24—World Trade Club of **St. Louis, Mo.**: Port of New Orleans Night. Le Chateau Inn.

24—Profits in Exports Conference, Country House, **Syracuse, N.Y.** Sponsors: U.S. Dept. of Commerce and others.

24—New England's 10th Annual World Trade Day. Sheraton Plaza Hotel, **Boston, Mass.** Theme: "International Trade—Challenge and Opportunity." Sponsor: International Trade Assn. of New England.

24—Freedom Forum, National Education Foundatiton, **Searcy, Ark.** Subject: The Trade Expansion Act and the European Common Market.

25—Indiana Trade Expansion Workshop on Exports, **Indianapolis, Ind.** Sponsors: Indianapolis Chamber of Commerce and U.S. Dept. of Commerce.

26—Foreign Credit Insurance Assn. Educational Conference, **Memphis, Tenn.** Sponsor: "Insurors of Memphis" and U.S. Dept. of Commerce.

27-May 9—North Carolina International Trade Fair, **Charlotte, N.C.**

28-May 4—World Trade Week—**New Orleans, La.** Sponsors: U.S. Dept. of Commerce, Regional Export Expansion Council, Chamber of Commerce of the New Orleans Area.

29-30—16th Annual Ocean Shipping and Foreign Trade Institute, **Washington, D.C.** Sponsor: American U.

30—Sales and Marketing Executives of Pittsburgh Annual Presidential Dinner, Penn-Sheraton Hotel, **Pittsburgh, Pa.**

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